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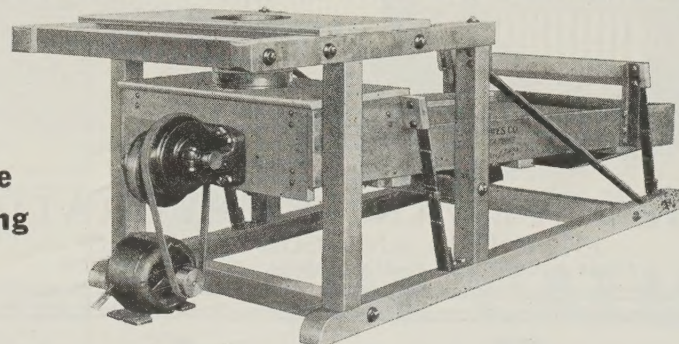
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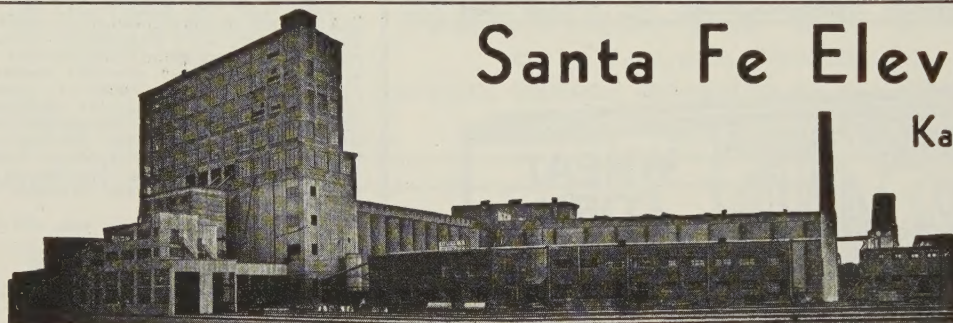
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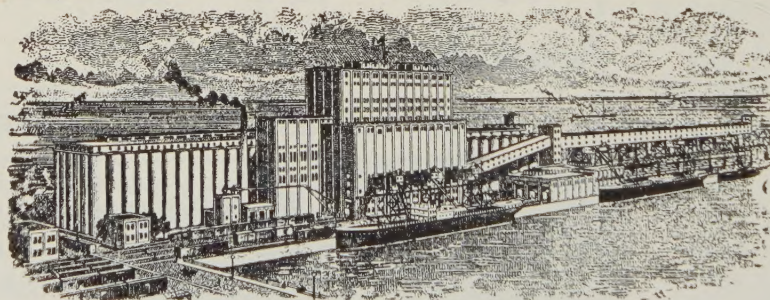
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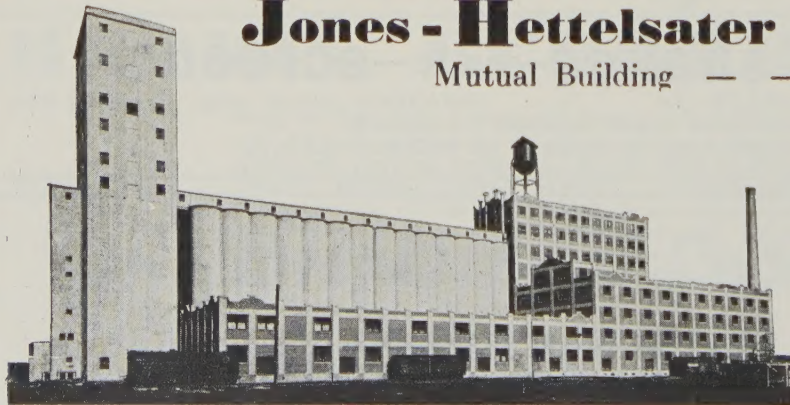
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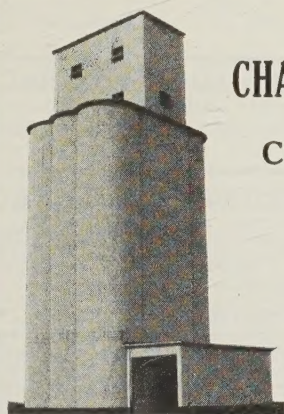
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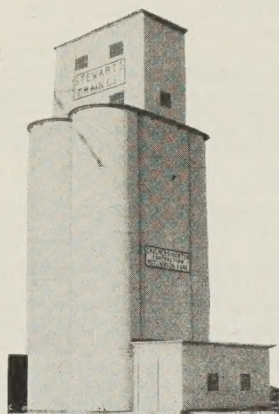
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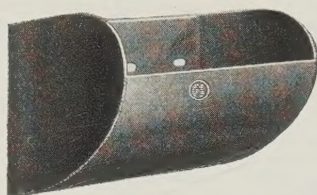
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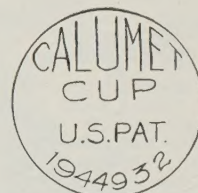
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ALWAYS HAVE GRAIN ELEVATORS for sale. If you are in the market write me fully as to amount you wish to invest and location desired. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

TEXAS—Well equipped grain elevator for sale, 12,000 bu. capacity; large trade territory, considered one of the best wheat producing areas in the Panhandle. Ecla Grain Co., P. O. Box 426, Kings Mill, Texas.

ORD, NEBRASKA — Elevator, warehouse, cribs, cob house, two track scales; 3 million pounds capacity; good condition; irrigation project for 38,000 acres in this fertile valley will soon be finished; on Burlington and Union Pacific Railways. Albert Dickinson Co., Lock Box 788, Chicago, Ill.

NORTHERN ILLINOIS REAL BARGAIN. A LARGE, ACTIVE CORN SHIPPING STATION. 150 CARS OR MORE ANNUALLY IN RICH N. ILL. CORN AREA. PRICED TO MOVE QUICK FOR CASH TO CLOSE ESTATE. NO TRADES. HOLCOMB-DUTTON LBR. CO., SYCAMORE, ILL.

FOR SALE

10,000 bushel cribbed elevator and equipment; coal sheds, office building and dwelling, cob and fuel house, lumber shed. Bradish, Boone County, Nebraska.

Cribbed grain elevator, 35,000 bushel capacity, 11 bins; flour and feed house; office and engine room, office equipment. Located at Nunda, South Dakota.

8,000 bushel elevator with 22,000 bushel storage annex located in southern Nebraska. A real bargain. Bladen, Webster City, Nebraska.

FOR FURTHER INFORMATION WRITE:

Omaha Bank for Cooperatives
Farm Credit Building,
Omaha, Nebraska

ELEVATORS FOR SALE

INDIANA: Bargain sale or trade. Address 80K14, Grain & Feed Journals, Chicago.

IOWA CORN BELT—Elevator and feed mill for sale; wish to retire. Address 80J15, Grain & Feed Journals, Chicago.

SOUTHEAST MISSOURI—13,000 bu. grain elevator on Cotton Belt Ry. and leading highway; in town, 3,000; good grain territory; contains 9 bins; 1-30 h. p. and 1-10 h. p. Fairbanks-Morse motors; Clipper recleaner with 5 h. p. motor; office with new Fairbanks scales, 37,000 lbs. capacity with Weightograph; handled more than \$100,000 grain past 7 months; all machinery and buildings new; reason for sacrificing: bad health and unfamiliar with business; bargain at \$14,000 for complete outfit. Dunklin County Grain & Seed Co., Malden, Mo.

ELEVATOR FOR SALE OR TRADE

GRAIN and bean elevator, coal shed, storage granary and residence in Buckingham, Colo. Good crop in sight. Good reason for selling. Terms. Trade. J. C. Edwards, Box 1919, Denver, Colo.

FEED MILL FOR SALE

NORTHWEST IOWA Feed mill with huller, grinder, and mixer; ill health. Ames Poulson, Alta, Iowa.

SITUATION WANTED

WANT position as elevator manager; 20 years in grain, feed and coal business; auditing and accounting experience, can furnish references. D. B. Davidson, Blue Mound, Ill.

WANT POSITION as manager; 17 years' experience; competent to handle all side lines; familiar with Illinois-Indiana customs; age 42; reliable references; can change in 30 days. Address 80E13, Grain & Feed Journals, Chicago.

WANTED—Position as manager of elevator or feed plant, or both; experienced in handling large volume of grain and feed; formulating feed formulae; feed sales, manufacturing, advertising, promotional work; age 35; successful record. Write 80K4, Grain & Feed Journals, Chicago.

WANTED—Office or sales position connected with farming, farm machinery, grain elevators, feeds, dairy or commission business preferable; 35 years of age; married; 15 years experience accounting, correspondent, credits, buyer, sales and manager; can locate anywhere, permanent or travel. Address 80J6, Grain & Feed Journals, Chicago.

PARTNER WANTED

EXPERIENCED BROKER in feedstuffs and related commodities, wants to form connection with going concern as partner or will enter partnership with one of like experience in new business. Can furnish good references. Address 80K5, Grain & Feed Journals, Chicago.

BUSINESS OPPORTUNITIES

FOR SALE—50 bbl. flour and feed mill, also coal business; located on railroad siding; electric power. B. F. Nichols, Plainview, Minn.

FOR SALE—72 acre farm, 8 room house, large barn, other out buildings, electricity; or will trade for small grain, feed and coal business. Address 80J10, Grain & Feed Journals, Chicago.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed Made of heavy kraft paper, strong and durable size 4½x7 inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

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CONSOLIDATED

332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

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Name of Firm

Capacity of Elevator

Post Office

State

MACHINES FOR SALE

MIXER: ½ ton & motor, \$100.00. W. W. Pearson, Reynolds, Ind.

CORN CUTTER & Grader—has motor—used very little. 79N12, Grain & Feed Jnls., Chicago.

FEED MIXER—one ton—floor level feed—has motor—good as new. Write 79N14, Grain & Feed Journals, Chicago, Ill.

FOR SALE—Surplus Mill and Elevator Machinery. Send your inquiries to White Sales Corporation, Scotts, Michigan.

HAMMER MILL with 25-h.p. motor and all attachments. Priced to sell. Write 79N13, Grain & Feed Journals, Chicago, Ill.

FEED MIXER for sale, has motor, and a late machine. Need space. Will sacrifice. Write 79N15, Grain & Feed Journals, Chicago, Ill.

FOR SALE—Rebuilt Attrition and Hammer Mills, Mixers, Corn Cutters, Engines, Motors, Etc. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

FOR SALE—One No. 3UX J. B. Hammer Mill and 40 h. p. motor complete with all accessories; in perfect condition; at less than half price. Davis & Stewart, Yale, Okla.

FOR SALE—1 No. 10 Monarch E. C. Crusher, Left Hand Pulley, 20"x6". 1 20 h. p. Westinghouse Motor 60 Cycle, 3 Phase, 220 Volts, 1750 r. p. m. All this equipment has had very little use. Write 80G13, Grain & Feed Journals, Chicago.

FOR SALE—9x30 Double Roller Mills; 50 bu. Meal Dryer; Small Hammer Mill; Prinz-Rau Cylinder Oat Grader; 100 h.p. Motor; 9x24 Rolls only, Sharp 9x18 Rolls only, sharp; Large Louisville Dryers. Schreiber Mills, St. Joseph, Mo.

FOR SALE—No. 3-T Jay Bee Hammer Mill; 1 Jay Bee Crackerjack Hammer Mill; 1 No. 7 Rotex Sifter, 2 screens; 1 No. 12 Western Corn Sheller; 1 No. 000 Barnard & Leas Scalping Screen; 1 Single Screen Shaker, 24"x40"; 1 Two Screen Shaker, 36"x48"; 1 No. 309 Howes Horizontal Batch Mixer. General Mills Equipment Co., 2021 Pennsylvania Ave., Kansas City, Mo.

MACHINES WANTED

WANTED TO BUY: Used corn cracker and grader. Write Hilbert Elevator, Hilbert, Wisc.

MOTORS—GENERATORS

SAVE on MOTORS and GENERATORS

Write for new Free Catalog of guaranteed rebuilt Motors, Generators, Pumps, Compressors, etc. We Save you Half. Your Idle equipment taken in trade. Specials in totally enclosed motors, as well as other Bargains. Chicago Electric Co., 1331 W. 22d St., Chicago.

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Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

REBUILT ELECTRIC MOTORS—Save 50% on your motor cost and secure fully reconditioned motors—all types and sizes—one year guaranteed. High speed and enclosed motors for mill and elevator service our specialty. Complete motor repair and rewinding service. Send for Bulletin No. 55, thirty two illustrated pages of motors, compressors, etc., at money saving prices. Rockford Electric Equipment Co., 728 So. Wyman St., Rockford, Ill.

STEEL BINS FOR SALE

FOR SALE—3 steel grain storage tanks, 25,-000 bu. capacity, each; in first class condition; also, one railroad track scale, first class condition; all located in Omaha, Neb. Will sell on location or will deliver and erect on buyers' premises. Noel Cover, Cozad, Neb.

MISCELLANEOUS

ALL ABOUT—SOYBEANS—THE WONDER FOOD—Dr. Ferri's 64 page booklet, 35c postpaid. Modern Health Foundation, 1 N. Western Ave., Chicago, Ill.

NOTICE TO ALL ELEVATOR OPERATORS in Central Illinois: Notify Jesse E. McMurphy, Clinton, Ill., Sheriff of DeWitt County, of buying 35 to 50 bushels of White Ear Corn on May 2nd or 3rd, 1938.

BULK OIL STATION EQUIPMENT FOR SALE

2-12,800 gallon vertical tanks, 2-12,000 gallon vertical tanks, Twin Viking pump, engine and piping, also some service station equipment. Located in good agricultural territory in western Iowa. Cromwell, Union County, Iowa. For further information write Omaha Bank for Cooperatives, Farm Credit Bldg., Omaha, Neb.

Daily MARKET RECORD

A boon to the grain dealer who keeps a convenient, permanent record of daily market quotations for ready reference.

This book provides spaces for recording hourly quotations on Wheat, Corn, Oats, Rye, and Barley. Spaces for a week's markets on a sheet; sixty sheets in a book. Order Form CND 97-5, Price \$1, plus postage. Shipping Weight, 1 pound.

Grain & Feed Journals Consolidated

332 S. La Salle St. Chicago, Ill.

SEEDS FOR SALE

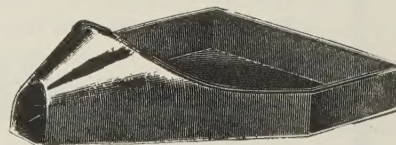
WHEN YOU want field or grass seed, write us, and we will put you in communication with nearby dealers, who have what you seek. The service is free. Information Bureau, Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

SCALES FOR SALE

FOR SALE—15 ton 18 ft. Fairbanks scale with dial, also one 10 ton 16 ft. Dillon Scale Co., Dallas, Texas.

SCALES—Motor Truck, Warehouse, Dump, Tank and Hopper. Bargains, New and Used. All capacities. Shipped on 30 day free trial. Bonded Scale Corporation, Columbus, Ohio.

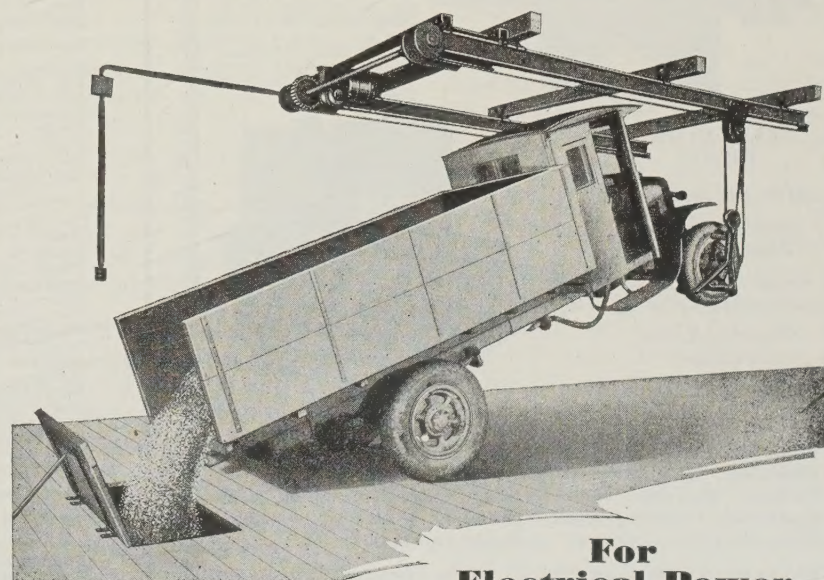
FOR SALE—Fairbanks wagon and light truck scale for sale; 10 ton 16' with steel I Beams, recording beam and office fixtures at reasonable figure. Installing new 15 ton 22' Howe Scale, reason for selling. Producers Grain Co., Centralia, Mo.

SAMPLE PANS

Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2½"x12"x16½", \$2.00; Seed Size, 1½"x9"x11", \$1.65, at Chicago.

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Consolidated**
332 So. La Salle St., Chicago, Ill.

McMILLIN TRUCK DUMP

For Electrical Power

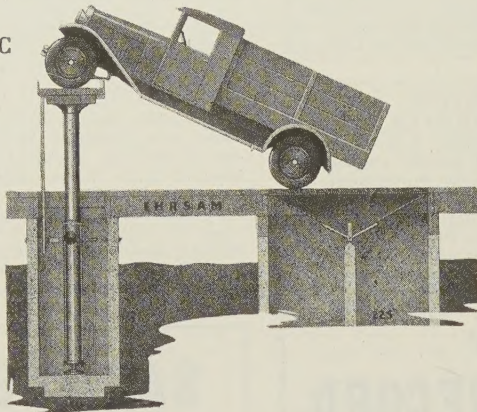
It has been our earnest endeavor to make necessary changes in our dump from year to year to take care of the changes in the type and capacity of trucks and at the same time not forgetting that there are in certain localities some wagons still used. This dump for years has already proven a highly efficient and satisfactory dump to all owners, but due to the increased capacity of trucks we have in our 1938 model added strength, durability and minor parts to improve the efficiency of our dump. Our power unit is completely assembled in one welded steel frame. All parts of dump are first class material and workmanship. Let us send you our descriptive circular which has plans, installation instructions and all dimensions so you can compare it with your driveway. Address

L. J. McMILLIN, 525 Board of Trade, Indianapolis, Ind.

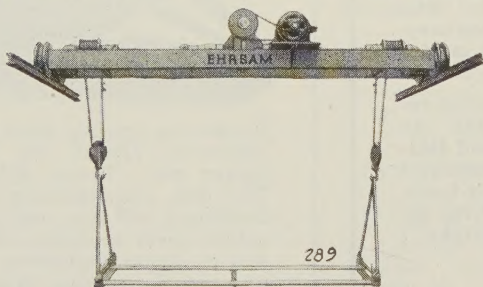
EHRSAM'S FOR PROMPT DELIVERY

PNEUMATIC TRUCK & WAGON DUMP

Heavy Rigid Construction, 6 feet 2 inches Lift, 10 - in. Steel Cylinder, Complete with Air Compressor and All Necessary Piping.

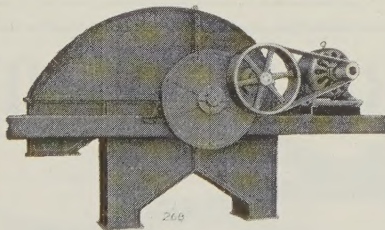


Fast—Quiet—Easy to Install—Absolutely Safe



OVERHEAD ELECTRIC DUMP

Equipped with either 3 or 5 H. P. Motor, Large Double-Flanged Track Wheels with Ball Bearings, Heavy Worm Gear Speed Reducer, Fool-Proof Operating Switch, Easily Installed, Made to Fit Any Driveway.



ELEVATOR HEAD DRIVE

Completely Enclosed Cut Spur Gears, V Belt Drive, Oil Proof, Dust Proof, Fire Proof, Cast Iron Housing, Differential Brake Back Stop, Roller Bearings used Throughout—Replace Your Present Drive Without Additional Expense.

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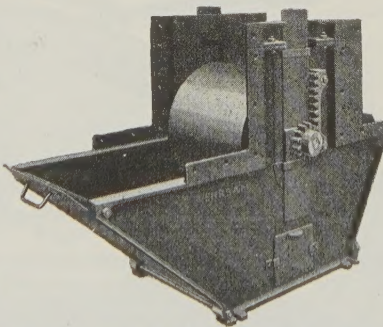
All Types and Sizes

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Screw Take-Up or Automatic Take-Up

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Elevator Cups and Belts, Cup Bolts, Flexible Steel Spouting, Distributors, Indicators, Power Shovels, Car Pullers, Manila Rope Drives, Screw Conveyor, Belt Conveyor, Pulleys, Gears, Sprockets, Clutches, Bearings, Plain and Anti-friction. Ask for catalogs.

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to modernize your plant so it will minimize your
labor and increase your profits? Is it here?

Account Books	Hammer Mill
Attrition Mill	Head Drive
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Boots	Mustard Seed Separator
Buckets	Oat Clipper
Car Liners	Oat Huller
Car Loader	Plans of Grain Elevators
Car { Puller	Portable Elevator
Car { Pusher	Power { Oil Engine
Car Seals	Power { Motors
Cipher Codes	Power Shovel
Claim (R. R.) Collection	Railroad Claim Books
Clover Huller	Rope Drive
Coal Conveyor	Safety Steel Sash
Concrete Restoration	Sample Envelopes
Corn Cracker	Scales { Truck
Conveying Machinery	Scales { Hopper
Distributor	Scales { Automatic
Dockage Tester	Scale Tickets
Dump	Scarifying Machine
Dust Collector	Screw Conveyor
Dust Protector	Seed Treating { Machine
Elevator Leg	Separator { Chemicals
Elevator Paint	Sheller
Feed Formulas	Siding-Roofing { Asbestos
Feed Ingredients	Siding-Roofing { Steel or Zinc
Feed Mixer { Dry	Silent Chain Drive
Feed Mixer { Molasses	Speed Reduction Units
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Fire Extinguishers	Testing Apparatus
Foundation Restoration	Transmission Machinery
Grain Cleaner	Waterproofing (Cement)
Grain Drier	Weevil Exterminator
Grain Tables	Wheat Washer

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BURO

Grain & Feed Journals, 332 So. La Salle St., Chicago

GRAIN & FEED JOURNALS

CONSOLIDATED
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.
Charles S. Clark, Manager

A merger of
GRAIN DEALERS JOURNAL
Established 1898

AMERICAN ELEVATOR &
GRAIN TRADE
Established 1882

THE GRAIN WORLD
Established 1928

PRICE CURRENT - GRAIN REPORTER
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., MAY 25, 1938

THE RATS of the nation, at their recent annual convention, voted unanimously to endorse the ever normal granary and to do everything in their power to bring about the early establishment of an open shed or barn as standard storage for surplus grain crops. In other words, the rats feel that they have a considerate friend in the Secretary of Agriculture and they purpose to use their influence to bring about the maintenance of granaries that shall be easily accessible for all their tribe.

KANSAS has a seed law which forbids the sale of untested seeds in that state. This should protect the farmers from wasting their time in trying to obtain a profitable crop from the planting of unlabeled trash. Vigilant Kansas grain merchants are co-operating with the Control Division of the State Board of Agriculture by promptly reporting truckers found peddling worthless or untested seeds. Such co-operation not only helps the farmers of the state, but also the grain merchants.

SCOOPERS are seldom heard of in the older surplus grain states because the railroads are not willing that their box cars should be used for warehouse purposes, but Kansas carriers seem to be willing to encourage these fly-by-nights who often forget either to weigh or pay for the grain they get. Taking chances by dealing with such irresponsibles seldom encourages a farmer with a memory to come back.

A COUPLE more boys guilty of setting fire to an Ohio grain handling plant have confessed and the law enforcing authorities are wondering why so many incendiaries have been permitted to go free in the past. Vigilant investigation has resulted in some alarming disclosures, but the frequent arrests will help to discourage other arson addicts, protect property, keep down fire losses and the cost of mutual insurance.

OPERATORS of grain handling plants who are familiar with grain dust explosion hazards will smile when they read that the agricultural appropriation bill for 1938 will provide "\$47,500 for investigation, experimental work and application of methods of preventing and controlling dust explosions which occur in the storage of farm products." Dust control is attainable if the operators of grain handling plants will foot the bill. Grain elevators which are kept clean and free from dust do not experience destructive explosions.

ELEVATOR OPERATORS have often been lured to cash a check for a stranger by the prospect of a profitable order for merchandise, but when the check bounced back, they resolved never to cash a check for any stranger. Indiana dealers seem to have established an unenviable reputation with Jim, the Penman, and his friends for cashing bogus checks, so members of the tribe frequently buy a big bill of merchandise for delivery at a vacant lot and pay for it with a bogus check. They get enough change to compensate them for their trouble.

ELEVATOR men throughout the land are much interested in the request of the Secretary of Agriculture for an appropriation of eighty million dollars to enable the government to provide storage space for wheat. That is just one more extravagant whim of the profligate bureaucrats. The country has ample storage room to accommodate surplus wheat. In fact, the bins have not been overcrowded for years. Even the Federal Farm Board found room for 350,000,000 bushels without difficulty, so it is sincerely hoped that no money will be wasted in providing additional storage space. A compilation of a list of the grain elevators in each state by the state associations would quickly prove the folly of building any more storage facilities under government supervision or control.

BOX CARS of the over regulated railroads are in such deplorable condition grain shippers will need to inspect and cooper more carefully than ever if their grain is to reach destination.

THE VOLUMINOUS bulletins issued by the Federal Trade Commission would seem to discourage misrepresentation or false and misleading advertising in the sale of any products. The cautious merchants have always stuck closely to the truth. While it is generally recognized that grain infesting insects can be exterminated through the application of a carbon bisulphide and several other toxic insecticides, it is indeed doubtful that treating grain with any chemical will prevent insect infestation. However, a thorough cleaning of every grain storage plant occasionally, as well as its treatment with non-explosive insecticides, has and no doubt always will prove a most profitable precaution.

AS THE harvesting of a new crop approaches, grain elevator operators everywhere must observe the improved facilities of the farmer not only for cultivating his fields, but for harvesting and marketing his crops. The baby combine is so inexpensive that it is within the easy reach of every farmer; and the general purpose tractor facilitates and expedites the marketing of all crops of small grain. The operator of the old time elevator, with its 1,000-bushel leg, is spending more valuable time wishing he had a 4,000-bushel leg, or two of them, than it would cost him to rejuvenate and enlarge his grain receiving facilities. Speeding up the legs will help immensely when the crop starts to market.

OVERSHADOWING all other price-making factors in the wheat market at the present time is the announcement soon to be made of the cents per bushel to be lent by the government on wheat held by farmers. Taking present parity as \$1.14, the loan may be as low as 58 cents per bushel. Prices set by governments seem to have the effect of establishing not a minimum as planned but a maximum. Investors fear that the wheat loan will have the same effect on wheat as the 12-cent per pound loan did on cotton prices, where the government has accumulated nearly 6,000,000 bales in store under loans, while the market price of cotton has sagged to 8½ cents. This abandonment of the futures market by investors is made clear by considering that the open interest in wheat futures on the Chicago Board of Trade has shrunk from 141,150,000 bus. in August to less than 69,000,000 at present. In October, 1929, investors supported the wheat price by holding 248,294,000 bus. of futures on the Chicago Board. Investors have not forgotten how the Federal Farm Board put the price of wheat down from \$1.50 in 1929 to 40 cents in 1931.

States Cannot Tax Interstate Commerce

Last week the U. S. Supreme Court rendered a most convincing decision condemning the gross income tax of Indiana as an unconstitutional burden on interstate commerce. This act, now void, sought to impose a tax measured by the amount or volume of gross income upon all residents of Indiana, upon the gross income of non-residents derived from Indiana sources and upon the gross receipts of all trades having sources within the state. Under this act the taxeaters' brigade sought to collect a privilege tax on the gross receipts from interstate commerce, including all sales of grain or feed made by Hoosiers with customers living outside the state.

The court somewhat impatiently stated, "We have repeatedly held that such tax is a regulation of and a burden on interstate commerce prohibited by Article 1, Section 8 of the United States Constitution." This will prove of real help to interstate trade in grain and will give relief to funds of grain merchants impounded for the payment of this illegal tax.

Restricting the Itinerant Trucker

Grain dealers everywhere have suffered loss of considerable business to irresponsible, itinerant truckers who have not hesitated to swindle both sellers and buyers. Every organization of grain and feed dealers has persistently agitated for the rigid regulation of these traveling merchants but none more thoroughly met this competition of the nomads than country elevator men who established fleets of trucks with regular routes and advertised their responsibility and service.

Nebraska's new law is making it extremely difficult for the itinerant swindlers to do any business in that state. Minnesota aims to collect an annual license fee of \$50 for each county in which the trucker merchants operate. North Dakota goes one step further and requires a bond of \$2,000 before it will license a trucker merchant to do business in the state. Then the itinerant is required to carry a certificate from the state showing who he is, where he comes from and that he is licensed by the state to do business in the state. His bond filed with the state protects all citizens from short weights and rubber checks.

When this source of easy revenue is closed to the traveling truckers, they refrain from doing business in the state and fly to other states where the citizens are not protected from their wily tricks. The thousands of sufferers from the dishonest practices of these swindling nomads will readily testify to the need of requiring traveling merchants to deposit a bond and

buy a license in order to protect citizens who dare to buy from or sell to these traveling irresponsibles.

Knowing All Customers Helps Your Business

Many established grain buyers who have paid itinerant truckers of unknown address for grain are much disturbed by the thought some of the grain was not the property of the seller or else it might have been covered by a lien in some distant county. Naturally, this disturbing thought and the responsibility for paying the real owner also for the grain is causing country elevator operators to exercise more caution in dealing with strange truckers and some are taking the precaution to require strangers to establish their ownership and right to sell by swearing to a statement of ownership before a licensed notary.

No regular dealer ever enjoyed paying a second time for grain taken into his elevator. The statutes governing such transactions are so well established dealers of experience prefer to refuse to buy grain from traveling strangers. The dealers of some counties have long since established groups for obtaining weekly reports from the county recorder of all chattel mortgages filed, distributing copies of liens to all group members. Some more progressive groups have gone even further and made it a regular practice of exchanging county lists of liens with groups in adjoining counties, thereby increasing the difficulty of tenants and irresponsible farmers in illegally disposing of property covered by a lien.

If every grain merchant had a plat of the territory showing the acreage occupied and cultivated by each farmer, he could safeguard his operating capital by quickly identifying the would-be seller of grain and by tracing its origin. Grain merchants who do not know the farmers of their territory will find the plat showing the acreage under cultivation by each farmer in his section of great assistance in promoting their business as well as in protecting them from irresponsible customers.

The Spring Conventions

The encouraging attendance of progressive grain dealers definitely interested in the present problems of their business bears a pleasing testimonial to the hustle of the hard working secretaries who advertised their annual conventions more persuasively and more attractively this season than ever before. All of the associations merit the enthusiastic support of every grain and feed dealer who believes his business is worth pushing.

The many interesting and informing addresses, as well as the stirring discussions of trade problems, merit the close attention of every man interested in the business. Secretary Blewett, of the Texas Association, spoke most truthfully when he said, "It will cost you a great deal more to miss your convention than to attend it."

No intelligent grain merchant has yet admitted that he knew everything about the business and an exchange of confidences has always proved most profitable to merchants experienced in the business. It pays well to attend these conventions and confer with men interested in your daily problems.

GRAIN DEALERS who make bulkhead shipments need to understand the great expense accompanying the wasteful use of grain doors. Piling tiers of bagged grain between the two grades or kinds of grain is really cheaper than using a number of grain doors. Those indulging in bulkhead shipments will be more than interested in the query published in "Asked-Answered" this number.

NO FEED manufacturer who expects to continue in the business will go around a retailer whose shelves are loaded with his products because it is much easier to keep his plant running on large orders from local distributors than in going around the established feed merchants and trying to sell small lots to consumers. As a rule, any attempt to go around the retailer will eventually close the door to the salesmen of the manufacturer and when the retailers join hands in refusing to handle the products of any manufacturer going around them, they will surely put a stop to this undermining of the retailer's business.

Contentment

Let me do my work from day to day,
In field or forest, at the desk or loom,
In roaring market place or tranquil room;
Let me but find it in my heart to say,
When vagrant wishes beckon me astray,
"This is my work; my blessing, not my doom;
Of all who live, I am the one by whom
This work can best be done in the right way."

Then shall I see it not too great, nor small,
To suit my spirit and to prove my powers;
Then shall I cheerful greet the laboring hours,
And cheerful turn, when long shadows fall
At eventide, to play and love and rest,
Because I know for me my work is best.

—Henry van Dyke.

Highlights of the New Tax Law

By J. S. SEIDMAN, C. P. A.

In the last seven years Congress has yet to meet in regular sessions without giving birth to a new tax law. The present session is no exception. The stork has just paid us the annual visit. Let's see how the newcomer compares with the last addition to the family. For this purpose we will just hit the high spots.

Income Tax Rates—Let us tackle first the income tax. The new law will take root starting with 1938. Tax rates on individuals have not been touched. The corporate picture, however, has been considerably overhauled. Last year the ordinary corporation was subject to a normal tax ranging from 8% to 15% and a surtax on undistributed profits ranging from 7% to 27%. Now the normal tax will be a flat 16½% on corporations with incomes over \$25,000, and on corporations with incomes less than \$25,000 the rates will be 12½% to 16% (more precisely, 12½% on the first \$5,000, 14% on the next \$15,000 and 16% on the remainder, with the average rate 14.1%). The undistributed profits tax has virtually been eased out of the running. It will not apply at all to corporations with less than \$25,000 income—which is about 90% of all our corporations. Even on corporations with more than \$25,000 income, the additional tax on undistributed profits will be a measly 2½% and then only for 1938 and 1939. After that, the undistributed profits tax is doomed to pass into the great beyond—unless, of course, Congress extends its lease on life.

Let even this 2½% become obstreperous, many cushions have been provided. New deductions are allowed in figuring the amount subject to the 2½% tax. These include accumulated deficits from prior years, amounts appropriated for certain indebtedness existing at the beginning of 1938, and amounts that the stockholders consent to report in their own returns as dividends without need for actual distribution by the corporation. Likewise for the purpose of the 2½% tax, 1938 net losses will be deductible from 1939 undistributed profits. All told, therefore, the corporation tax where the income is more than \$25,000 comes to this: 16½% on the distributed profits and (for 1938 and 1939 only) 19% on the undistributed profits, with the undistributed profits figured on a very liberal basis from the corporation's standpoint. In 1937, if a corporation made \$100,000 and paid no dividends, the tax was \$31,502.80. If it paid the \$100,000 out as dividends, the tax was \$13,840. Now under the same circumstances the tax will be \$19,000 and \$16,500, respectively.

Corporations continue to be subject to an excess profits tax of 6% and 12%. However, there is an important "unlaxing" of the capital stock tax with which the excess profits tax hooks in. Heretofore, corporations declared a capital stock value once and for all. Profits were considered "excess" whenever they were more than a stipulated percentage of this value. Now corporations will be permitted to make new declarations of value every three years, starting with capital stock tax returns due July of this year.

Capital Gains and Losses—When we discussed tax rates, we saw that individuals were not affected, but corporations given a real shakeup. The picture is just the other way around when we come to consider the method of taxing profits and losses on securities and other capital assets. The corporate situation continues as before; namely, their net capital gains are taxed in the same way as their other income and their net capital losses are limited in deductibility to a maximum of \$2,000. In the case of individuals, a drastic change has been made. Under the old law, profits and losses were figured on a sliding scale basis whereby the longer the assets were owned, the smaller was the percentage of profit or loss to be reported. The scale ran from 100% for assets owned less than a year to 30% for assets owned more than ten years. The amount of the net gain was taxable in the regular way, which meant that the tax could be anywhere up to 79% (that is, the 75% maximum surtax rate on individuals plus the 4% normal tax). Net losses, however, were, as in the case of corporations, limited to a maximum deduction of \$2,000.

Beginning with 1938, capital assets are divided into two classes—short term and long term. They are short term if held eighteen months or less and long term if held more than that. Short term losses can be matched only against short term profits, and long term losses only against long term profits. In the case of short term assets, if there is a net profit, it is taxed in the regular way as at present. However, if there is a net loss on short term assets, no deduction is permitted at all in the current year, but the net loss can, with certain limitations, be carried forward into the next year as a deduction from net short term profits, if any, in that year.

Now let us consider long term assets. On them the principle of the sliding scale is continued, but with different and simpler gradations. On assets owned between eighteen months and two years, two-thirds of the profit or loss need be reported for tax in the regular way. On assets owned more than two years,

only one-half of the profit or loss need be reported. However, in the case of net long term gains, the tax cannot exceed 20% of the full amount (not the two-thirds) on the eighteen months to two year holdings, and 15% of the full amount of the more than two year holdings. Conversely, in the case of net long term losses, the tax reduction cannot be more than 20% of the full loss on the eighteen months to two year assets, and 15% of the full loss from assets held more than two years. However—and this perhaps is one of the outstanding relief phases of the new law—it is now possible to eliminate the tax entirely through long term losses, whereas heretofore the maximum effect was a deduction of \$2,000. There can be no carrying forward of long term net losses into the succeeding year.

A few examples may be helpful. Suppose stock held less than eighteen months is sold in 1938 for a profit of \$10,000. It is taxable in full in the regular way. If instead of a profit there is a loss, no deduction can be taken in 1938, but the \$10,000 can be deducted in 1939 from any net profits on assets held eighteen months or less. Suppose in 1938 stock held between eighteen months and two years is sold at a profit of \$12,000 and stock held for more than two years at a profit of \$10,000. Of the \$12,000, only two-thirds or \$8,000 would be reported for tax in the regular way, and of the \$10,000 item, only 50% or \$5,000. In no event could the tax on these two profits exceed \$3,900 (that is, 20% of \$12,000 and 15% of \$10,000). If instead of profits there were losses in these amounts, they would be deductible to the extent of \$8,000 and \$5,000, respectively, but in no event could the tax saving because of these deductions be more than \$3,900.

The definition of capital assets has been modified in several important respects both for individuals and corporations. Business property on which depreciation is deductible, such as plant, machinery, equipment, etc., no longer comes in the category of capital assets. The loss on them will therefore now be deductible in full in the regular way without limitation.

Washington News

The Commodity Credit Corporation reports it has loaned \$20,558,197 on 42,464,491 bus. of corn as of May 12. The loans by states were: Colorado, 2,327; Illinois, 7,248,398; Indiana, 1,016,181; Iowa, 24,596,198; Kansas, 25,377; Minnesota, 3,582,494; Missouri, 1,383,526; Nebraska, 3,350,865; South Dakota, 1,162,842; Wisconsin, 4,203.

President Roosevelt asked congress May 20 for \$94,285,404 "to provide for the restoration of the capital impairment of the Commodity Credit corporation." The corporation needs the money, said John D. Goodloe, its vice president, because of losses on price-bolstering loans to growers of 1934 and 1937 cotton. Goodloe said the corporation now holds 1,670,000 bales of 1934 grown cotton on which it made loans at 12 cents a pound, and about 5,500,000 bales of 1937 cotton. Cotton is now selling at 8 to 9 cents per pound.

Compulsory furnishing by merchants and manufacturers of monthly statistics of output, sales, shipments, orders and stocks of any commodity is provided for in H.R. 9659. Any person who refuses or willfully neglects to do so would be subject to a heavy fine. This mandatory feature is highly objectionable, and the Millers National Federation appeared at a hearing held by Senator Royal S. Copeland, chairman of the com'ite on commerce, and voiced a strong protest against the imposition of any such provision.

The pump-priming appropriation bill of over \$3,000,000,000 has added to it in the senate \$212,000,000 for price adjustment payments to growers of wheat, corn and cotton, providing that "such payments . . . shall be made at a rate equal to the amount by which the average farm price for the commodity is less than 75 per centum of the parity price

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for July delivery at the following markets for the past two weeks have been as follows:

	Option		May 11	May 12	May 13	May 14	May 15	May 16	May 17	May 18	May 19	May 20	May 21	May 22	May 23	May 24
Chicago	105½	73½	79½	78½	78½	78½	76½	75½	76½	76½	76½	76½	76½	75	73½	73½
Winnipeg	122½	97½	106½	105½	105½	105½	104½	102½	102½	102½	102½	103	104½	101½	94½	92½
Liverpool*		92½	96½	97½	96½	96½	97½	95½	95½	95½	95½	94½	95½	94½	94½	92½
Kansas City	101½	69½	75½	75½	75½	75½	73½	72½	72½	72½	73	72½	72½	71½	69½	69½
Minneapolis	113½	79½	86½	85½	86½	85½	83½	82½	82½	82½	82½	81½	81½	81½	79½	79½
Duluth, durum	93½	67½	73½	72½	72½	73½	72½	70½	70½	70½	70	70	70½	69½	67½	67½
Milwaukee	103½	....	79½	78½	79	78½	76½	75½	76½	76½	76½	75½	76½	75	....	....
Wheat																
Chicago	66½	56½	59½	59½	59½	59½	58½	58½	58½	59	58½	58½	58½	58½	57½	57½
Kansas City	60	54½	56½	56½	56½	56½	56½	56	56½	56½	56½	56½	56½	56½	55½	55½
Milwaukee	66	56½	59½	59½	59½	59½	58½	58½	58½	59	58½	58½	58½	58½	57½	57½
Corn																
Chicago	32½	25½	27½	27½	27½	27½	27	26½	26½	26½	26½	26½	27½	26½	26½	26½
Winnipeg	48½	40½	45½	46½	46½	46½	45½	45½	45½	45½	45½	46½	47½	45½	45½	45½
Minneapolis	28½	23½	24½	24½	24½	24½	24½	23½	23½	23½	24	23½	24½	24	23½	23½
Milwaukee	31½	25½	27½	27½	27½	27½	27	26½	26½	26½	26½	26½	27½	26½	26½	26½
Oats																
Chicago	72½	54½	58½	57½	58½	58½	57½	56½	56½	56½	56½	56½	57	55½	54½	54½
Minneapolis	67½	50½	54½	54½	54½	54½	53½	52½	52½	52½	52	52	53	51½	50½	50½
Winnipeg	85½	57½	61½	61½	61½	61½	60½	58½	58½	58	57½	57½	58½	57½	55½	55½
Duluth	....	52	56	55½	56	56½	55½	55½	55½	55½	55½	54½	55	53½	52	52
Rye																
Minneapolis	46½	44½	45½	46½	46½	47	47	45½	46½	46½	46½	46	46½	46	44½	44½
Winnipeg	63½	54½	58½	59½	59½	58½	58	57½	56½	57½	56½	56½	56½	56½	56½	56½
Barley																
Chicago	106	89½	91½	92	91½	91½	91½	91½	91	91½	91	91½	91	90½	89½	89½
Soybeans																

*At daily current rate of exchange.

Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

Corn High in July?

Grain & Feed Journals: I have been told it is profitable to hold corn until July, as there is usually a drouth scare during the month which raises the price of corn. Is this true?—M. K. Maynard, Sioux City, Ia.

Ans.: Records of the Chicago Board of Trade from 1863 to 1937 show that corn made its high price 9 times in July, 13 times in May, 13 times in August, 9 times in November and 8 times in January. The lows of each calendar year were made 23 times in January, 22 times in December and 5 times in November.

Altho many factors interfere in making the price, yet it is true that the size of the crop controls. Just as soon as it is possible to predict a large crop, corn should be sold immediately during the month of August. If it is predicted in some autumn that the crop will be small, corn should be purchased, not immediately but at some time between Nov. 15 and Mar. 15. The reason is that the large crop makes itself felt immediately, but a short crop produces sufficient for the early winter demand, and the price is not affected until cribs are running empty, in the spring and summer.

After a short crop forming a substantial basis for the price advance it does often happen that a drouth scare about July 4 will create a small bull market.

Examples: In August, 1868, corn sold at 102½¢, the following December at 52¢. In September, 1884, corn sold at 87¢, the following January at 34¼¢. In November, 1889, corn sold at 60¢, the following February at 27¼¢. In 1930 corn sold at 105½¢ in August and 64¼¢ in December. In August, 1937, corn sold at 116¢, in November at 53¼¢.

In March, 1927, corn sold at 67¢, and in the following August at 116¢. In April, 1934, corn sold at 43¢, and the following December at 111¢. In February, 1933, corn sold at 22¢, and the following July at 67¢. In 1867 corn sold at 56¢ in March and at 112¢ in October.

Have You Joined the Liberty League?

Grain & Feed Journals: I believe all grain dealers are in hearty sympathy with the aims and purposes of the Corn Belt Liberty League recently organized by liberty loving farmers at Macomb, Ill., but how many have joined in this movement to help farmers retain the right to run their own business?

While the League is fighting Compulsory Farm Control at every step its announced purposes are:

1. To preserve the independence of the American farmer, and through the farmer, independence for all.
2. To cooperate in securing a fair program of taxation affecting agriculture in State and Nation.
3. To oppose compulsion of farmers, and restriction as to their crops and farming methods.
4. To adopt a program affecting agriculture from time to time as in the judgment of the officers and members is for its benefit.
5. In general, by honorable means, to endeavor to preserve the constitutional rights of all engaged directly or indirectly in agricultural activities.

The enthusiastic support given the League by real farmers who have tired of being misrepresented by a lot of self-selected agitators and brow beaten by lazy bureaucrats is most encouraging.

The natural interest of country elevator managers in the welfare of their farm patrons should spur them to take an active part in gaining for the sufferers complete relief from swivel chair domination.—A. B. Morgan.

Charge for Grain Doors?

Grain & Feed Journals: A car of corn was shipped with a bulkhead to separate the yellow and white, from Sadorus, Ill., and unloaded by the Corn Products Co., Chicago, the freight and the \$5 charge for bulkhead coming to \$108.73.

Now the Wabash Railway Co. is trying to collect from the shipper at Sadour \$15 for 30 grain doors. Can the railroad company collect this \$15 for the grain doors?—R. D. Smilie, mgr. Valley Grain Co., Odell, Ill.

Ans.: Bulkhead cars are so seldom shipped that the rules are not familiar to shippers, especially those who never bulkhead. Altho not always enforced, the Western Trunk Lines have had in effect since July 1, 1935, a tariff governing bulkheads, item 320 on page 19, note 1, W.T.L. tariff 330-A, which provides that the railroad company will rent grain doors at 50 cents each for bulkheads, so the shipper is bound by the tariff and must pay, unless he makes the bulkhead in some other manner, as by piling up filled sacks between, or using his own lumber. If, on unloading, the grain doors are not accounted for there is an additional charge of 25¢ per grain door, or ½¢ per board foot for lumber not accounted for. If the railroad company furnishes lumber for bulkhead the tariff allows a charge of 2¢ per board foot.

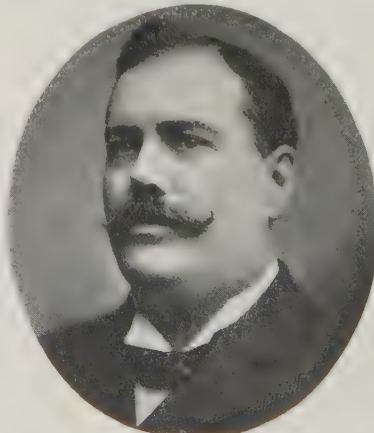
The terminal markets protested against the \$1 charge for "installation" of grain doors and had it cut down to 60¢; but nothing seems to have been done for the country shippers in the way of protest.

Canadian mills normally grind about 65 million bushels of wheat a year for domestic consumption and export, an average rate of 1,250,000 bushels weekly, so that United States wheat is at present supplying about 20 per cent of requirements. Future imports will have to be taken into account in estimating supplies of wheat in Canada remaining for export between now and the harvesting of the new crop.—Jas. Richardson & Sons.

Death of J. K. Davidson at Kansas City

Joseph K. Davidson, one of the pioneer grain dealers of the Southwest, at one time operating 40 grain elevators and several flour mills in Kansas and Oklahoma, passed away May 17, aged 94 years.

He joined the Kansas City Board of Trade in 1888 and was elected president of the exchange in 1895. Until he sold his interests in 1906 he operated his grain business as the J. K. Davidson Grain Co.



J. K. Davidson, Kansas City, Mo., Deceased

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

May 26. Missouri Grain Dealers & Millers Ass'n, Kentwood-Arms Hotel, Springfield, Mo.

May 31-June 1. Pacific States Seedsmen's Ass'n, Portland, Ore.

June 6-7. Central Retail Feed Ass'n Schroeder Hotel, Milwaukee, Wis.

June 9, 10. American Feed Manufacturers Ass'n, French Lick, Ind.

June 17. Pacific Northwest Grain Dealers Ass'n, Davenport Hotel, Spokane, Wash.

June 15-18. Southern Seedsmen's Ass'n, John Marshall Hotel, Richmond, Va.

June 20, 21. Indiana Grain Dealers Ass'n, Sargent's Hotel, Lake Wawasee, Ind.

June 20-23. American Seed Trade Ass'n, Detroit, Mich.

June 25. Colorado Grain Dealers Ass'n, Sterling, Col.

June 27, 28. Ohio Grain, Mill & Feed Dealers Ass'n, Deshler-Wallick Hotel, Columbus, O.

July 5 and 6. National Hay Ass'n, Ft. Wayne, Ind.

Sept. 26, 27. Tentative dates for Grain and Feed Dealers National Ass'n, Royal York Hotel, Toronto, Ont.

Sept. 29, 30 and Oct. 1. Pennsylvania Millers & Feed Dealers Ass'n, Ritz Carlton Hotel, Atlantic City, N. J.

Apr. 2, 3, 4, 5. Society of Grain Elevator Superintendents of North America, Milwaukee, Wis.

From Abroad

Germany contemplates the immediate purchase of as much raw materials and foods as her financial resources will permit, according to the Deutsche Volkswirt.

The United Kingdom Treasury has issued an order, effective March 5, 1938, which amends the existing draw-back provision for soybeans used in the manufacture of soybean flour.

Argentina will open bids June 5 on construction of a grain elevator of 18,700 tons capacity at Concepcion del Uruguay. The details are open for inspection at the Argentine Embassy, Washington.

Australia final 1937-38 wheat estimates are as follows, with comparisons for 1936-37 in parentheses: Area 13,807,000 acres (12,342,000), production 180,515,000 bus. (150,559,000).—International Institute of Agriculture, Rome.

Argentine third official production estimates for 1937-38 are as follows, with 1936-37 comparisons in parentheses: Wheat 184,819,000 bus. (249,193,000), rye 3,543,000 (7,480,000), barley 23,608,000 (29,854,000), oats 47,468,000 (54,564,000), flaxseed 60,587,000 bus. (76,200,000).

Italy's wheat board, after discussing the drouth May 21, authorized an increase in the price of domestic wheat from \$1.94 to \$2.15. The regional wheat council of Milan increased the percentage of substitutes in wheat milling from 10 to 20. The government recently bought 750,000 bus. of Bulgarian wheat, and it is predicted 75,000,000 bus. will have to be imported.

English customs officials have agreed to classify all American shipments to the United Kingdom of No. 2 or No. 3 mixed corn as 20% white flat corn, subject to duty at 10% ad valorem, 80% other corn not subject to duty, for a period of six months from March 31, 1938. This agreement loosens import restrictions, allowing a greater quantity of white corn in a shipment classified as mixed to enter without payment of duty beyond the 20% decided upon for import purposes.

Texas Grain Dealers Plan Expansion of Ass'n Work

Expansion in the activities of the Texas Grain & Feed Dealers Ass'n and a broadening of its services to members was planned by delegates to the organization's 41st annual convention, held in the Texas hotel, Fort Worth, Friday and Saturday, May 20 and 21.

The registration counted well over the 200 delegates, and a spirit of optimism prevailed throughout the convention.

Business sessions were confined to the morning each day, leaving the afternoons free for visiting.

Friday Morning Session

PRES. J. C. CROUCH, Dallas, presided at the opening session.

DR. J. N. R. SCORE, pastor, First Methodist Church, Fort Worth, pronounced the invocation.

GAYLORD J. STONE, pres. Fort Worth Chamber of Commerce as well as a prominent grain and feed man, warmly welcomed the delegates.

A. F. MILLER, Houston, responded to the welcome for the delegates.

PRES. CROUCH gave his annual address remarking:

Pres. Crouch's Address

"I am convinced that the grain and milling trade has a new deal. It is very much of a new deal with government wheat loans, and a wheat crop insurance plan. Current reports credit Sec'y of Agriculture Wallace with wanting all the way from 250 to 400 million bus. of wheat in his ever-normal granary.

"The government is a little behind schedule with its plans and its program on wheat. This may give the grain trade an opportunity to work with the government for a program that will not hurt the grain trade too much. A com'tee of grain dealers is now conferring with Department of Agriculture officials to this end, helping to lay out a plan that will give the grain dealers a part in the program.

"What the final plan of the government on wheat loans may be is not yet determined. If loans are made on a flat basis, country-wide, instead of by zones, the grain trade will be headed for trouble. We can well visualize that some sections of the country will enjoy a rush of grain for brief periods, then slump into quietness for months on end.

The important crop and loan program of the federal government holds multiple possibilities. Certainly at this time no grain dealer can afford not to belong to his trade ass'n.

"These important trade problems, plus the local problems that exist for grain dealers in traffic matters, state legislation, trucks, etc., and his fine work since he has been appointed sec'y of this ass'n, have decided the directors of the Texas Grain & Feed Dealers Ass'n to make Sec'y Ed Blewett a full time sec'y. He has been so appointed, and henceforth will devote all of his time to the work of the ass'n, that its scope may be broadened, and its benefits to the trade increased."

Sec'y Blewett's Report

SEC'Y G. E. BLEWETT, Fort Worth, in his annual report, expressed appreciation for the confidence Texas grain dealers have demonstrated they have in him.

His report showed the ass'n finances to be in a healthy condition; the membership records showed a total of 194 members to May 1, and an addition of 16 new members since, making a total gain of 66 members for the year.

Mr. Blewett reviewed ass'n activities during the last year, referring particularly to the Southwest hearing at Dallas on the proposed

increase of 15% in rates that was requested by the railroads and the part grain dealers at the hearing played in keeping the increase on agricultural products down to 5%.

His office, he said, has been active on many individual grain dealer problems, including the collection of bills.

Among Mr. Blewett's proposals for the ass'n during the coming year was a recommendation for revival of the itinerant truck legislation that failed at the last legislative session; continued opposition to itinerant truck merchandising of grain and grain products; a crop reporting system by and for ass'n members; establishment of a definite understanding on the minimum germination allowable on seeds bought and sold without benefit of contract or specifications; and a definite stand on the national government's acreage allotment plan. He also proposed that the ass'n try to get the crop reporting service of the national government to give the Texas crop reports by counties instead of by large areas as is now done.

"It is our purpose," declared Sec'y Blewett, "to broaden the scope of ass'n work, and to increase the ass'n's service to its members."

Taxes, Reducing Taxes

C. A. JAY, executive vice-pres., Industrial-Commercial & Agricultural Conference, Dallas, reviewed the increasing cost of state government and its causes, in an able and specific address that suggested ways and means of decreasing this cost, and reducing taxes.

"State government," he declared, "costs tremendous sums because of its expansion into social fields, its extension of service, and its inefficiency. In Texas the tax load has increased 670% in the last 20 years, while the values of the properties that bear taxes have increased only 43%. Road construction alone, in Texas, has cost \$30,000 per mile, and still over half our roads are only dirt or gravel.

"You cannot control taxes," said the speaker, "without first controlling state expenditures. The wasteful spending of public officials is the cause of the taxes."

Power Alcohol

VICTOR SCHOFFELMAYER, agricultural editor, *Dallas News*, believed farm chemistry a promising boon to agriculture, and indirectly, a great help to grain dealers.

"The farm chemurgic movement," he declared, "approaches the agricultural problem in a logical manner, finding new markets in industry for farm products. Industry is now importing many materials which can be grown to advantage on American farms, and this market can be developed for our farmers."

Mr. Schoffelmayer made a strong plea for conversion of cheap farm products into "Agrol," or ethyl alcohol, for power purposes. Products like "Agrol," now made commercially in a plant at Atchison, Kan., he believed, hold hope for new markets for farm products. This power alcohol, when blended with gasoline at the rate of 6% alcohol, and 94% gasoline, possesses particularly desirable characteristics.

"National use of a 10% admixture of power alcohol in our gasoline," he said, "would restore a market for the production from 30,000,000 acres. Increased buying power would result for the farmers."

"Power alcohol may be made from a wide variety of farm products," said the speaker, listing wheat, corn, rye, potatoes, artichokes, sugar cane, kafir, milo, in fact "anything containing starch or cellulose."

One power alcohol plant, he said, will use 2,000,000 bus. of grain annually.

"Texas," he said, "uses a billion gallons of gasoline annually. If this gasoline carried an

admixture of 10% power alcohol it would provide an annual market for 100,000,000 gallons of alcohol, converted from 45,000,000 bushels of grain, requiring 2,000,000 acres for its production, and giving the farmers an additional \$20,000,000 annual income."

One-third of the weight of a grain converted into alcohol is recovered in by-products, said Mr. Schoffelmayer. The first by-product is high-protein feed, which can be sold on the basis of its protein value; the second by-product is carbon dioxide, or dry-ice, used for cooling purposes. "It is entirely possible," he declared, "that under modern production methods, these by-products will have sufficient value so that the alcohol actually costs nothing."

HAROLD M. YOUNG, district manager, U. S. Department of Commerce, Dallas, reviewed foreign trade in grain and grain products, boosted for "Foreign Trade Week," and believed current negotiations for trade agreements with foreign nations held high hope for American exporters in the sale of American farm products.

"Good wheat and cotton crops a year ago," he said, "have kept Texas in the lead as a trade area, retail sales having fallen off very little compared with the 25% and 30% decreases in retail sales in the East."

The speaker credited export trade with a prominent share in the prosperity enjoyed by Texas and other agricultural states, and gave the figures on exports of corn, wheat, cotton, and other agricultural products. "The Netherlands," he said, "has been our best customer during the last year, the substantial quantities of our agricultural products have also been taken by Belgium, Ireland, the United Kingdom and Canada." Current estimates, he said, show more than 80,000,000 bus. of corn from the last crop to have moved abroad, and bookings are still heavy.

Further increases in export trade, he believed, will follow the trade agreement now being negotiated with the United Kingdom. Our trade agreement with Canada is being revised and this is expected to increase trade with our northern neighbor. Conclusion of these agreements will give us trade agreements with those foreign countries that account for more than 50% of our foreign trade.

Com'ites

PRES. CROUCH appointed the following com'ites:

RESOLUTIONS: Gene C. Downman, Houston; A. A. Hart, Fort Worth; F. B. Wrinkle, Goodlett.

NOMINATIONS: Mr. Archer, Purcell, Okla.; O. E. Blume, Waco; Charles Wilson, Coleman.

CROP REPORTS from ass'n members showed an increase in the acreage of wheat and anticipated yields equalling normal or better. Wheat was classified as late. So were oats, tho some sections reported oats ready for combining if the rains will stop long enough for the combines to enter the fields.

Adjourned to Saturday morning.

Longhorns Banquet

TEXAS grain dealers literally swarmed down upon the Ringside Night Club a short distance from Fort Worth Friday night for the ass'n's annual dinner dance and floor show.

A good steak dinner, spread thru the evening, a good floor show, with many in-between features, and a busy orchestra to make the music for the grain dealers and their ladies who wished to dance (as most of them did), kept everybody happy until the early hours of the morning.

Saturday Morning Session

PRES. CROUCH presided at the second session in the hotel's Roof Garden.

Election of Officers

ELECTION of officers was the first order of business, and placed the following for the ensuing year: W. B. Chambers, Sanger, pres.;

Albert Brown, Lampasas, first vice-pres.; T. E. Melcher, El Campo, second vice-pres.; G. E. Blewett, Fort Worth, sec'y-treas. Directors: W. C. Cates, Floydada; A. F. Miller, Houston; W. A. Howard, Dallas.

College Grain Grading Course

R. C. POTTS, Texas A. & M. College, told the dealers about the courses in grain grading given interested students at the College, and of his pleasure in coaching the College's judging teams for the two national contests that are run annually in the United States, hinting that these educational efforts naturally work back to the farms and give the farmers a greater appreciation of the differences between good and poor quality grains.

Labor Relations

DR. EDWIN A. ELLIOT, regional director, National Labor Relations Board, Fort Worth, reviewed economic conditions that make labor an important problem in present day industry. "We no longer have great stretches of public lands to which the unemployed can move and make a living for themselves. The unemployed consequently become a public problem."

Dr. Elliot said he had no positive cure for depressions, or for the current recession. But he flayed the theory of competition, blaming this for over-expansion in industries and for the wide swings in prosperity and economic suffering that have commonly been known as the "economic cycle." "We have developed in America marvellously," he said, "but the development has been wholly without plan. I do not believe we can go forward to economic stability and continue present cut-throat business practices at the same time."

Dr. Elliot favored fair trade rules for industry and business. The American worker must have constant employment, he added, for no sound economic stability will come until we have adequate employment of workers, at adequate wages. The pocket-book of the workers constitutes the American market.

Texas Rates

Z. W. CROUCH, McGregor, reported on the ass'n's traffic com'te activities. The Texas Grain Rate Case, he said, will be decided this year, but not in time for the current wheat crop. He believed that the old Texas land-grant rates should be eliminated and that state officials and congressmen should be contacted to this end.

An adjustment should be made nationally between the rates on grain moving north and moving south, said Mr. Crouch, declaring: "Rates to and from Texas are entirely different things. While northern grain may be dumped in Texas, we cannot move our grain north except at a severe penalty in rates."

Adulteration of Corn

C. W. GRIFFIN, Fort Worth, federal grain supervisor, explained that his department has been held responsible in part for enforcement of the federal food and drugs act.

"Mixing badly damaged, sour or musty grain with high grade grain sold for food purposes, violates the food and drug law," he said. "Sour, damaged or musty grain might better be destroyed than to risk the penalty attached to adulteration of good grain. If such grain must be shipped, don't mix it with good grain. Sack it separately, before putting it into the car, and let the receiver know that it is a part of the shipment. Then it will not be sampled and graded with the good grain and classified as an admixture."

Crop Insurance

M. P. LEAMING, Washington, D. C., of the Department of Agriculture's A.A.A., outlined the wheat insurance and crop loan plans of the Department under the new Farm Act.

"We are not going to try to high-pressure farmers into taking out wheat crop insurance. Crop insurance is a proven theory; it will be explained to the farmers and if they want it they can easily get it thru the government's aid.

"If the insurance plan is successful on wheat it probably will be extended to cover other major crops.

"Federal and state bonded warehouses are already receiving letters from the Department to establish storage rates for wheat premiums which will be turned in under the insurance plan."

Crop Loans

MR. LEAMING answered questions regarding wheat loans, which he said can not be effected before July 15, and then only if the crop is in excess of reasonably high figures, or if the price falls below 52% of parity.

Whether loans, if made, will be on a flat rate basis all over the country or on a loan basis that considers rail rates, and grades, Mr. Leaming did not know, and he asked for the suggestions of the delegates. The resulting discussion ended with adoption of a motion expressing the conviction of the grain dealers that loans should reflect the location and grade of wheat, and that the government should base its wheat loans on the delivered values at various, strategic points, so as to avoid up-setting the grain and milling trades, and so as to preserve market relationships. "We want to stay in business the year around," said the dealers.

Resolutions Adopted

THE RESOLUTIONS com'te reported the following resolutions, which were unanimously adopted:

Agricultural Agent Seed Sales

WHEREAS, it has come to the attention of the ass'n that certain agricultural agents are engaging in the grain and seed business by making sales, both singly, and in pool quantities, be it

RESOLVED, that the Texas Grain & Feed Dealers Ass'n negotiate with the proper county and/or state officials with a view to having this practice discontinued.

Deaths

SINCE the Texas Grain & Feed Dealers Ass'n has suffered distinct loss in the death of John H. Maupin, of Gainesville, and Mr. R. A. Stolz, of Galveston, be it

RESOLVED, that the loss of these members will be felt not only by the ass'n, but by Texas as a whole, and that our sincere sympathy be extended to the families of the deceased.

PRES.-ELECT CHAMBERS assumed the chair, thanked the grain dealers for the confidence they expressed in electing him their leader, and adjourned the convention *sine die*.

Lone Star Convention Notes

SOUVENIRS were plentiful: Bullet pencils from C. M. Carter Grain Co.; giant pencils and a variety of novelties from Transit Grain & Commission Co.; and a host of others.

REGISTRATION exceeded 300. The Chamber of Commerce and Fort Worth grain dealers co-operated in the registration of delegates, giving each a badge bearing his name in huge letters, typed with a special typewriter.

Texas Exhibits

J. M. McCRAY, sales representative for F. A. Mangelsdorf Seed Co., and the "Steinlite" electric moisture tester for grain, exhibited one of these new moisture testers, running samples of wheat in his demonstration.

DILLON SCALE REPAIR CO. exhibited a modern Howe truck scale grain beam with Weightograph attached, a couple of hand trucks, and a small sacking scale, with over-and-under device. In charge was M. D. and E. M. Dillon.

The American Corn Millers Federation re-elected the old officers at the recent annual meeting: R. C. Miner, Wilkes Barre, Pa., as pres.; J. J. Mullen, Kankakee, Ill., as first vice-pres.; N. E. Kelley, second vice-pres., and Harry Hunter, Chicago, sec'y and treasurer. Directors elected: C. A. Krause, Milwaukee; George A. MacDonald, Chicago; T. K. Fahy, Geneva, N. Y.; Karl Jure, Battle Creek, Mich.; Spencer Werner, Paris, Ill.; G. A. Shafer, Philadelphia; J. Lloyd Ford, Shawnee, Okla.; W. W. Wright, Jackson, Miss.; J. F. Weinmann, Little Rock, Ark.; Boyce Forbes, Topeka, Kas.; Richard Bean, Chattanooga, Tenn., and Max Miller, Omaha, Neb.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Spokane, Wash., May 12.—If the present favorable crop weather continues, harvest will start in early July instead of the last part as usual.—F. K. H.

Columbus, O.—The May 1 crop report for Ohio indicates a production of 50,127,000 bus. of winter wheat compared with 46,056,000 bus. in 1937 and the ten-year, 1927-36, average production of 34,585,000 bus.—Glenn S. Ray, Sr., agri. statistician.

Portland, Ore.—May 15—Drying soil permitted rapid progress of sowing of spring grain. Winter wheat is good to excellent. Some early sown winter wheat is jointing.—F. K. H.

Latah, Wash., May 15—Pioneer farmers declare winter wheat is in better condition than it has been for many years and predict bumper crops. Spring-sown grain is beginning to appear, encouraged by warm days and plenty of moisture.—F.K.H.

Minneapolis, Minn., May 14—Some damage from frost and cutworms in certain sections has been reported to the growing flax crop, but the losses thus far are small. Our own estimate is that Minnesota will sow a larger flax acreage than in 1937. There will probably be a sharp decline in the North and South Dakota acreages and a very large increase in Iowa, where flax is meeting with much success as a nurse crop.—Archer-Daniels-Midland Co.

Topeka, Kan., May 10—Indications on May 1 were that 15% of the 17,446,000 acres of winter wheat sown last fall would be abandoned leaving 14,829,000 acres for harvest compared with 13,170,000 acres harvested last year and 10,360,000 acres the 1927-36 average. Conditions of the crop remaining for harvest at 85% of normal is the highest for May since 1931 and indicates a yield per acre of 13 bus. compared with 12 bus. last year and 12.4 bus. the 10-year average. A crop of 192,777,000 bus. was in prospect May 1 compared with 174,460,000 bus. the April 1 forecast.—H. L. Collins, agri. statistician.

Enid, Okla., May 18—Regarding black rust I have found its spores in almost every field examined which is as far north as Hutchinson which indicates that it will be general over most of the winter wheat belt, light, medium or heavy in places, according to the weather. Have a reliable report today from Dallas saying it is doing severe damage around McGregor, Tex., therefore it may take hold around here early in June to a more or less extent.—H. C. Donovan, statistician Thomson & McKinnon.

Toronto, Ont., May 10—The acreage of fall wheat remaining for harvesting this year is estimated at 616,700 acres which compares with 718,800 acres in 1937, and 509,300 acres in 1936. Reports from correspondents indicate that the acreage sown to spring grains will be just slightly smaller this year than in 1937. The intended acreage of spring wheat is estimated at 89,600 acres as compared with 94,200 acres last year, a decline of 4,600 acres; oats 2,253,000 acres as compared with 2,263,900 acres; barley 526,000 acres, approximately 30,000 less than the 555,900 acres harvested last year. Mixed grains is placed at 883,900 acres, down 6,200 acres.—S. H. H. Symons, Statistician and Economist.

Enid, Okla., May 17—Coming southeast from Hutchinson to Winfield, Kan., wheat is a heavy stand and promising yields above average. There is about 10% of the fields, being soft wheat, slow in heading. Then from there to Ponca City, Blackwell, Caldwell and to here most hard wheat is fully headed with soft about half causing local opinion to be much more optimistic than it was a week ago. This crop is very heavy and severe hot weather if it comes soon can of course do damage, also the possibility of black rust becoming aggressive early in June, especially in these slow-heading and backward portions. Grasshoppers are becoming numerous.—H. C. Donovan, statistician, Thomson & McKinnon.

Winchester, Ind.—May 14.—I drove over 500 miles this week in Northern and Central Indiana and found that the country looked pretty good. Altho some of the ground had been ploughed, it

was too hard to plant corn. We found around Logansport that a lot of corn was planted and was up and being cultivated. In some fields they were breaking ground for corn, dragging, harrowing and planting corn. In our opinion there will be as much acreage of corn planted as there was last year. Oats are a little short but a good color. Wheat is in tip top shape but a good rain will help it, and we have been having it in the last 24 hours in the whole northern half of Indiana.—Goodrich Bros. Co., P. E. Goodrich, pres.

Oklahoma City, Okla., May 10.—Due to mild winter weather, excessive moisture and comparatively cool spring weather, the growth of wheat is very rank. Orange leaf rust is prevalent thruout the state and severe in the north-central and central counties. This disease has decreased yield prospects in the greater portion of the state but the extent of the damage will not be determined until after harvest. Warm dry weather is now needed except in a few areas. Prospects were reported as the poorest in the southwestern counties of Jackson, Harmon, Greer and Tillman where dry weather, insect damage and rust have been injurious to the crop. Reported abandonment prior to May 1 was less than normal except in Cimarron and Texas counties. Since May 1 some wheat has been damaged by heavy rains and severe hail storms.—K. D. Blood, C. E. Burkhead, agri. statisticians.

Helena, Mont., May 12.—As a result of light winter-killing and the large acreage seeded last fall, Montana, this year, will probably harvest the largest acreage and production of winter wheat on record according to the May 1 crop report, by the Agricultural Statistician for the Bureau of Agricultural Economics. Only 11 per cent of the 1,101,000 acres of winter wheat seeded last fall was lost up to May 1 by winter-killing, soil-blowing, and other causes, this figure comparing with 39.9 per cent as reported a year ago for the 1937 crop and the 10-year (1927-36) May 1 average abandonment of 24.7 per cent. On the 980,000 acres remaining for harvest, which is a record total, the report estimates a yield per acre of 15.5 bus. to indicate a crop of 15,190,000 bus. Such a production would exceed the previous record winter wheat production of 13,440,000 bus. in 1927 when 640,000 acres were harvested with a yield per acre of 21.0 bus.—Jay G. Diamond, Sr., agri. statistician U. S. Dept. of Agri. Bureau of Agri. Economics.

Waverly, Kan., May 9.—There is a lot being said in the papers about the wonderful prospect for a big wheat crop. I have been in the business for more than 60 years and consider I know a little about it, accordingly. The prospect is sure fine to look at now, but there is one thing wrong, it is too far advanced; it is at the present time where it should be June 1. I have seen a few times when it did what it is doing now and it never was cut. It is a long time 'til harvest; this thing of the speculators figuring 725 million bus. crop is a case of counting their chicks before the eggs are laid. They haven't got one bushel yet and may not get a crop, as it isn't a wheat year to start with. There is quite a bit of it lodging already; the straw is far too heavy and heavy straw seldom makes much grain. I am making this report to correct the impression that we are in for such a crop it cannot be taken care of. Nature always makes provision for all things.—John McClune.

Springfield, Ill., May 18.—Moderate amounts of rainfall occurred over nearly all sections of the state and this was of much benefit in softening surface soil and relieving surface dryness. Corn planting made excellent progress and that work is well advanced generally, though because of coolness corn is slow in germinating and coming up. Some soybeans were planted in the south. Progress and condition of winter wheat continues average to excellent, except for poor in a few very localized areas in the south; rankness of growth is particularly noted in areas of the central division; some fields are heading in the south. Rye is generally good, and there is some heading into the northern division. Oats are average to good in the northern division; elsewhere considerable are poor with a little of the latest planted not yet up and some poor stands; much of the crop is only a few inches high. Alfalfa and clover are mostly good or better, but some pastures have deteriorated.—E. W. Holcomb, U. S. Dept. of Agri.

Shelbyville, Ind.—A local wheat yield of approximately 17 bus. to the acre for Shelby County has been predicted by county agricultural leaders. Wheat acreage in the county is

considerably greater this year than last, approximately 45,000 acres being in wheat.—W. B. C.

New Harmony, Ind.—Prospect for a normal yield of wheat on the acreage sown in Posey County last fall is not so good, according to A. C. Thomas, former mill and elevator owner of this place and well known crop observer. There are a number of fields in normal condition with a favorable prospect for a normal yield, but not a bumper crop.—W. B. C.

Minneapolis, Minn., May 19.—Black stem rust is the greatest hazard facing the crop, especially in the Northwest spring wheat area, but we see no cause for alarm at present, as our recent survey indicated that nearly 70% of the wheat seeded in the rust area of the United States and Canada is of the rust-resistant variety and will eliminate a great deal of the expected loss. Growing conditions generally are so good at present in most sections of the country that—perhaps from force of habit of the past few years—we look for the worst. Of course there are areas that have been damaged by frost, hail, rust, drought and insects and millions of bushels lost, but the improvement in other areas will more than compensate for this loss. Spring wheat and durum are making wonderful progress all over the spring wheat area. The frequent but gentle rains are soaking into the soil, giving the plant the necessary nourishment to make a steady growth and every indication points to an excellent crop this year.—T. R. Shaw, editor, The Cargill Crop Bulletin.

Decatur, Ill., May 21.—Rainfall this week 2.31 inches, 1.1 of which came this morning. Rains were very beneficial in softening surface and relieving top soil dryness. Winter wheat still shows good color and heavy growth, starting to head. Corn planting is 75 to 95 per cent completed. With the moisture we now have, corn is starting to come up. Country continues to move a fair amount of corn. Domestic demand very dull. Oats have made very slow growth, however with warmer weather and moisture now should do better. Soy bean planting is getting underway. Very few commercial beans moving; country elevators busy cleaning their stocks of beans for seed purposes. There are many fields of heavy-stand clover, alfalfa and sweet clover, and these crops have made better progress than other crops since May 1st.—Baldwin Elevator Co.

THE ROBINSON ELEVATOR CO.'S CROP REPORT

May 19.—Weather for crop progress in Kansas has been most satisfactory over all the state with sufficient moisture in the eastern half to carry the crop thru and only occasional showers will be needed over the balance of the state to complete a highly pleasing picture as far as moisture is concerned. We think prospects are definitely improved since our report of April 20th. Red leaf rust is prevalent over most of the eastern two-thirds of the state but development of both red leaf rust and some black rust which has become evident has been retarded greatly by the ideal growing weather.

The plant itself has probably over-developed as to rankness and heavy foliage in the eastern half of the state and there is some fear that with continued rain some wheat might be lost from lodging, but it is our opinion that this amount will be small unless heavy precipitation continues. Small local areas have suffered some from hail damage and there is still much apprehension from the south central area about the damage from frost. It is our belief that frost damage will no doubt affect yields in some sections but we cannot be seriously alarmed, and believe final yields under good maturing conditions will easily offset this fear. Black rust is no doubt definitely present in the southern part of the state but ideal weather is retarding an already late development.

Over the entire state we feel that the crop prospect holds excellent promise and that normal weather will bring good yields on almost all of approximately 15,000,000 acres left for harvest in Kansas.

We have covered a considerable part of the state, and basing our conclusions on normal weather and believing that at this time the development of black rust is not of a serious nature, also that only average loss will occur from hail and insect damage, we estimate a probable final production of 207,508,000 bus. for 1938.

Saint John, N. B.—By the end of March, grain shipments out of the Port of Saint John passed the 11-million mark, 11,209,913 bus. having gone into the holds of steamers. This is far in excess of grain exports in the 1936-1937 season.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

New Orleans, La.—Receipts of corn at New Orleans via barge lines during the four months of the current year totaled 6,615,000 bus., an amount larger than the receipts of any previous full year.

Portland, Ore.—Columbia river wheat shipment for week ending May 15 included 220,100 bus. optional to Belgium and Holland, 55,486 bus. to Belgium, 85,382 bus. to Holland, according to Portland Merchants Exchange. Flour shipments included 20,500 barrels to China.—F. K. H.

Duluth, Minn., May 18.—In the past two months scattering amounts totaling 90,000 bus. of barley held here in bond have been loaded out and railed to Mexico. There is still held in store an additional 20,000 bus., which eventually is expected to go out, cleaning up the holdings.—F. G. C.

New York, N. Y.—April receipts and shipments of grain in 1938 as compared to 1937, in bushels, were as follows: receipts, for 1938, 333,500; corn, 12,000; oats, 26,400; rye, 1,700; barley, 147,900; flaxseed, 23,000; millfeed, 10 tons; shipments, wheat, 630,000; corn, oats, rye, none; barley, 230,000; flaxseed, none; cloverseed, 2,830; millfeeds, none; for 1937, receipts, wheat, 1,717,726; corn, 276,000; oats, 108,900; rye, 1,700; barley, 68,000; flaxseed, 519,000; mill feed, 37 tons; shipments, wheat, 2,691,000; corn, oats, rye, none; barley, 78,000; flaxseed, none; cloverseed, 935; millfeed, none; hay, 282 tons.—Dept. of Information & Statistics.

Cincinnati, O.—April receipts and shipments for 1938 as compared to 1937, in bushels, were as follows: receipts, 1938, wheat, 155,200; shelled corn, 192,000; oats, 110,000; rye, none; barley, 1,600; grain sorghums, 2,800; buckwheat, 1,400; feed, 960 tons; hay, 418 tons; shipments, wheat, 224,000; shelled corn, 244,500; oats, 100,000; rye, none; barley, grain sorghums, buckwheat, feed and hay, no record; for 1937, wheat, 110,000; shelled corn, 640,500; oats, 166,000; rye, 21,000; barley, 6,400; grain sorghums, 1,400; buckwheat, 1,400; feed, 1,560 tons; hay, 1,551 tons; shipments, wheat, 241,600; shelled corn, 364,500; oats, 66,000; rye, 25,200; barley, grain sorghums, buckwheat, feed and hay, no record.—John O'Hare, weighmaster, Cincinnati Board of Trade.

Duluth, Minn., May 18.—The grain moving in and out of the Duluth-Superior elevators shows no let up and the total being handled far exceeds the expectations of earlier estimates by the local grain trade. From the time water shipments began April 16, large quantities of grain has been loaded out and sent east by freighters with corn volume far in the lead. Shipments the first half of May ran considerable ahead of the opening rush in April and the movement looked for to continue steady and substantial all of this month. Over 10,000,000 bus. of grain has been shipped out, with about one half of this amount running to corn. The last two weeks of April, total shipments, water and rail, reached 8,834,783 bus. There is still a fair rail shipping movement on but this is showing sign of tapering off compared to the traffic recorded during the winter months. From August 1, 1937, receipts to May 17, 1938, total 85,000,000 with still 2½ months to go before the end of the crop year, July 31.—F. G. C.

Ottawa, Ont., May 19.—Canadian wheat in store for the week ending May 13 decreased 1,250,115 bus. compared with the preceding week and decreased 25,817,360 bus. when compared with the like week in 1937. The amount in store was reported as 38,332,878 bus. The stocks include 13,595,627 bus. of durum wheat. Wheat marketings in the prairie provinces for the week ending May 13 amounted to 539,103 bus., a decrease of 149,597 bus. from the preceding week. During the like week a year ago the receipts were 896,999 bus. Marketings in the three prairie provinces for the forty-one weeks from August 1, 1937, to May 13, 1938, as compared with the same period in 1937 were as follows: 117,004,417 and 156,164,868 bus., respectively.—R. H. Coats, dominion statistician.

Illinois Dealers Ask Exchanges to Refuse Trucked Grain

Calling the 45th annual convention of the Illinois Grain Dealers Ass'n to order at Danville May 12, Pres. L. B. Walton of Mayview asked Dr. Arthur F. Ewert, pastor of the First Presbyterian church, to invoke divine guidance.

Mayor Frank P. Meyer's welcoming remarks were enthusiastically applauded. He declared he had made the President of the Ass'n chief of police and if any visiting grain dealer was given a parking ticket he would make it all right at the mayor's office or at his shoe store.

PRES. WALTON in his annual address said:

Pres. Walton's Address

We of the grain trade must make a final step in the direction of a fair margin of profit on each and every bushel of grain handled. We must not trust to luck and speculation alone, as this will sooner or later be fatal to your business and your farmer customers.

We are headed in the direction we want to go. If we wish to continue as a backward, indifferent element in the grain trade, such will be our fate, but on the other hand, if we wish to build our business and increase our profit, we can do so thru the aggressive proven methods. Our business is still just as big as dealers wish to make it.

We can still make a profit and a good livelihood with all the decreased acreage and oppressive laws if we will consider: Your wife and children deserve a good home and livelihood, your children a good education to cope with the world, and that it is one of your duties to supply these things for them. But remember, it is also the duty of your competitor. This can only be done with a friendly feeling between you, and not the hatred so many of us have had.

The grain trade has felt the loss by death of many of our older members, for which we are extremely sorry. It will be the burden of the younger generation to carry on the fight and battle for the trade. Our elders have done this for us; let us not fail now.

It is the wish of the president that all state ass'ns get together and help secure some form of truck legislation that will curb the itinerant. It is my belief that we of the grain trade have more to fear from the use of trucks than any form of unsound business we might think of or try to use.

Reading an article a few days ago as follows: A flea and an elephant were walking across a bridge together. Safely on the other side the flea looked up at his companion: "Boy, we sure shook that." So it is with association work. The sec'y cannot do all the work. It takes your membership, your help and your dues to make this ass'n worth while to you. In return we ask that you use it. Any time the office of the President or Sec'y can be of service call on them. They are glad to help.

SECY W. E. CULBERTSON of Delavan read his annual report:

Sec'y Culbertson's Report.

State Truck Legislation.—Following our Decatur meeting of last year your Sec'y and others of your officers devoted practically their entire time until the last of June appearing before the General Assembly to secure the passage of legislation that would regulate the itinerant trucker and force him to adopt certain standards of responsibility and to pay his just share of the general tax load and the cost of maintaining the highways which he uses. This legislation, known as H. B. 237, was voted upon by the House on June 8th and lacked nine votes for a constitutional majority.

Its failure to pass was mainly due to efforts of members from Southern Illinois and a misunderstanding of the bill by others, however there was enough sentiment in the house for this measure, when its purpose was understood, that Messrs. Breen, Mannen and Peters introduced a

new bill which by unanimous consent was read at large the first time and ordered to second reading without reference. This was later advanced to third reading and was on the house calendar at time of adjournment. We feel safe in stating that if a roll call could have been had upon this measure that it would have passed with votes to spare. I feel that this same measure should be introduced before our next General Assembly, and I have every hope of it being enacted into law.

Washington Legislation.—Following the adjournment of our Illinois legislature our attention was turned towards Washington, where we registered with our Senators and Representatives in Congress our protests against the wage and hour bill, and the 70-car train bill.

We filed a brief with the Interstate Commerce Commission protesting the advance in grain rates.

Another brief was filed with the Commodity Exchange Commission against the proposal to place restrictions on trading in futures late in the delivery month.

We, with the help of other state ass'ns, caused the western trunk line railroads to abandon their proposal to change the minimum car rules whereby the 60 cap. car would be eliminated. There are many times that it is necessary that dealers be permitted to load smaller cars than 80 cap's., and to do away with the 60 cap. would work a real and costly hardship upon practically all country dealers.

Dealers Willing to Co-operate.—I am glad to report that practically everywhere I have visited during the past year I have found the dealers more willing to co-operate with one another than has been true for several years, and I feel that this coming year effort should be made to hold more local or district meetings because there never was greater need that cut-throat competition be eliminated than the present.

The farm bill will not make more volume for the elevator to handle, just the contrary, and if the elevators are to do a profitable business they will have to get on a better competitive basis. Your Ass'n is willing and anxious to render all the help possible towards that end.

The Agricultural Adjustment Act of 1938 is a new and "permanent" crop control, and we in the grain trade must adjust our business to the change it will bring. It is a trial-and-error product. That it will be abandoned is not likely, no matter what happens in Congress or the White House, unless there is some spectacular shift in the whole economic life of the country. The turmoil of politics and economics of the last twenty years have made it; farm relief efforts of the Coolidge administration have gone into it; President Hoover's Agricultural Marketing Act has contributed to it. Then there are features of the A.A.A. of 1933, the Soil Conservation Act of 1936, and the Bankhead Cotton Control Act has been taken over almost entirely. Government has now so completely assumed responsibility for farm relief that it is not possible to conceive of a political party that would dare advocate abandonment of this broad principle. It would take at least an earthquake to upset this conception of federal obligation.

As to what the courts may say of this program, it is well to remember that greater care has been taken by Congress to make this Act constitutional than was the case with the old A.A.A. and meanwhile the Supreme Court has changed its personnel. The six judge majority against the first A.A.A. has been reduced by retirement to a four judge minority. So if there is a test the Government will go into court with what seems to be a stronger law and a more friendly court. This Act will likely run into more trouble from the inside rather than the outside, due to the handling of its administrative problems, for the administration will be the key to its success or failure, and it is well to remember that no law is any better than the men who run it.

We compiled and distributed our 45th Annual Directory, for which we were able to secure more advertising than the last issue. We handled a greater correspondence than usual thru the office, and yet had time to attend a goodly number of local meetings and make many personal calls upon our members.

I am pleased to report that our membership has suffered no loss this past year. We have exactly the same paid up membership as a year ago, and our financial condition is as good, as will be noted from the following statement of receipts and expenditures.

RECEIPTS

Balance on hand May 1, 1937	\$ 547.48
Membership dues	\$3,353.56
Directory advertising	1,333.03
Total	\$5,234.07

DISBURSEMENTS

Postage	\$ 235.72
Annual convention	67.00
Telephone, telegraph and express	70.93
Officers' expense	6.00
Printing	17.50
Office supplies	70.32
1938 Directory	393.24
Dues to National Ass'n	123.00
Dues to Chamber of Commerce of the U. S.	15.00
Social security tax	30.25
Stenographer's salary	899.25
Secretary's expense	351.81
Secretary's salary	2,398.00
	\$4,678.02

Balance on hand May 1, 1938 \$ 556.05

TREAS. FRED E. NERRY of Armington read his report, the figures corresponding to the statement of receipts and expenditures given by Sec'y Culbertson. It was adopted.

Adjourned for luncheon.

Thursday Afternoon Session

R. B. BOWDEN of St. Louis, executive vice pres. of the Grain & Feed Dealers National Ass'n, told of the A.A.A. loan on wheat: I have heard considerable talk since coming to Danville about revolt against the present Farm Act and the possibility that it may break down in action. Without attempting an opinion regarding the reported breakdown, it is my thought that a breakdown at this time would result in a further trend in Congress toward legislation which would virtually allow the cost of production to the farmer and which would be largely price control by government. Remember legislation of that type failed to pass last winter by only a narrow margin. The present agriculture administration seems against this type of farm control but there is strong backing for it among some of the larger farm organizations.

A group in Chicago yesterday spent the entire day going over problems that may confront you during the coming year. I put in two days in Chicago with the trade.

Not 5 per cent of the grain men in Illinois understand what the farm act means to them this year.

The rules for wheat loans are not yet written by the administration. The amount of the loan is all-important. We fear national parity price will be broken down into state parity prices, effecting a more or less flat loan, holding off the market wheat more remote from terminal markets.

Will it be a floor or a ceiling to the price? Will the flat price mean the end of future trading in grain? Will they dare to sell short if there is a floor, or if there is a ceiling will they buy? If there is no future market how can the dealer hedge?

Storage.—All of the grain on which the government has lent will have to be stored some place. After ten months the grain may become the property of the government if the price is low; and will the government continue to use the private facilities for its grain?

We think an announcement of the amount of the loan will be made about June 1. It is a law. The smart thing to do is to work out the best salvation for the grain trade.

The grain dealer is not exempt from the wage and hour bill, which is certain of passage. The grain business in the next few years is going to change materially.

GEO. H. HUBBARD, Mt. Pulaski, Ill.: I happen to be the only living member who was present at the first meeting of the Ass'n in 1893 at Decatur. In 1904 I was elected president. The country grain business has undergone considerable change; and we are going to see more changes in the future.

Threshermen and sheller men meet and fix prices to be charged. The bankers have a meeting and decide what minimum deposit a customer must have to write checks.

I know of no reason why over a period of years a dealer could not know what volume of grain he was to handle and what margin

he had to have. The secret of success is to determine what your normal handling charge should be.

I would not want the reputation of paying more for grain than anybody else. The moment I paid more than anybody else I would lose their patronage.

Go and see your competitor and talk to him.

Storing grain for farmers has been disastrous to the grain dealer. I can not conceive how wheat can be stored on the farm to obtain the government loan.

If you can not buy grain on a reasonable margin let the other fellow have it.

The possibility of making money in the country elevator business now is very remote. It is more important than ever that you have a living margin.

C. D. KELLENBERGER, Alton, Ill., sec'y of the Millers Mutual Fire Ins. Ass'n of Illinois, read a paper on "Fire and Casualty Hazards," which will be published later.

Agricultural Adjustment Act

LEE M. GENTRY, Champaign, Ill., chairman of the state com'te for the Agricultural Adjustment Administration, modestly declared: I know nothing about everything and everything about nothing.

My home is in Ogle county, in Northern Illinois. I came from Missouri. The sooner you come from Missouri the better off you are. I have been farm manager for former governor Lowden since 1921.

The livestock business in my territory has developed so elevators are storage points, buying grain and selling to other farmers.

Some elevators are going to have to store some of this government insurance wheat. The insurance expense is going to be borne by the government. The farmer can insure his yield at 75 or 50 per cent, whichever he chooses.

The grain selling business has been an exploiting business during the last 50 or 75 years. At Champaign corn has been grown every year on one plot since the experiment started; and the figures prove that the productive ability the last 12 years has shrunk 48 per cent. When corn and oats were put into the rotation the productive ability decreased 39 per cent, and with a rotation of corn, oats and clover the production decreased only 15 per cent. Our goal is this 3-year rotation.

Acreage Allotments for Corn.—The average allotment is 450 bus. per farm. There are 566 counties in 12 mid-western states. We arrive at 41,000,000 acres of corn to be divided up among the counties in this area, and these

were distributed among the farms in the county. There is no question that the county com'te-men have made some mistakes, so some farmers can not go along.

The average yield in Illinois is 35 bus. per acre. The benefit for the average farmer in Illinois is \$250, plus \$25 for soil building, making \$275 in Illinois. This acreage will provide all we can consume and 10 per cent carry-over.

When production and carry-over are so large that prices are likely to be demoralized the sec'y is authorized by the law to declare marketing quotas to be in effect by a vote of the farmers in the commercial corn area. If there are no marketing quotas the government can extend no corn loans. The farmer gets his 10 cents per bushel on his soil conservation payment.

If not voted down the sec'y is authorized to state what percentage each farm can market free of restrictions. He can market 90 per cent without restrictions. He can seal any amount of corn, and the amount of loan is determined by the production that year. A farmer might expect a loan of 63 cents per bushel next fall. There are many conditions under which a small farmer would not be under marketing restrictions.

In the case of corn the buyer of corn is not responsible for collection of the penalties.

The nomination com'te was announced: H. A. Hillmer, Freeport; E. E. Hamman, Leroy, and K. A. Harper, Potomac.

Adjourned for banquet.

The Banquet

The large number of diners somewhat overtaxed the facilities of the hotel. No addresses were delivered after the banquet. After disposing of the well cooked edibles the guests were pleasantly entertained by the Gymkana Troupe of the University of Illinois, directed by Hartley Price. The acrobatics and muscle control exhibit were surprising and gained warm applause, as did the vocalists. The entertainment and the dance music by Al Alison's eight piece band were provided by Lowell Hoit & Co. and Jas. E. Bennett & Co., of Chicago, who have branch offices at Danville.

Friday Session

G. L. PATCHIN, Minneapolis, Minn., delivered an able address on "Insurance Values and Appraisals" and gave definite replies to numerous questions.

PRES. WALTON named the resolutions com'te: Lee W. Railsback, Weldon; M. J.

Hogan, Seneca; C. C. Fielding, Ogden; Lew Hill, Indianapolis, Ind., and W. A. Webb, Leroy.

JOHN E. BRENNAN, Chicago, a director of the Board of Trade speaking in behalf of himself and John J. Coffman, another director of the Board of Trade, assured the Association that they would co-operate with the country shipper in every way possible to eliminate the trucking evil.

W. E. CULBERTSON, Delavan, Ill.: I do not consider that a merchant in Chicago could be classified as a country shipper. A man to do a country shipping business should have established facilities in the country.

FRED K. SALE, Indianapolis, Ind., cordially invited the Illinois dealers to the mid-summer meeting of the Indiana Grain Dealers Ass'n at Lake Wawasee.

EVERETT R. PETERS, a member of the Illinois Legislature and a grain dealer at St. Joseph, Ill., led a discussion of truck and barge competition:

The bill I introduced in the assembly was defeated by 6 votes. It provided that truckers furnish fidelity and property bonds, and enlisted the aid of coal, lumber and vegetable dealers. The opposition came from Southern Illinois. The speaker of the House was very much opposed to the bill. The Illinois Commerce Commission had its own truck bill, which was finally passed but vetoed as unconstitutionally exempting farmers' trucks. My understanding is that the Commission will report to the legislature. Such a bill was passed in Nebraska, but failed in Missouri and Iowa.

The E. R. Bacon Grain Co. of Chicago is soliciting by letter shipments from farms within 30 miles of Morris, bidding the same price as the local elevator. This is a greater menace than the truckers.

G. E. MELLEN, Mazon: Ten miles south of Morris we have the most damnable grain situation in Illinois. When anyone wants to try something nasty he starts it at Morris. In the Morris Herald was a quarter page advertisement by Edgar R. Bacon. His representative has been to town and bought a permit to put a copy in every mailbox, in an insidious dirty campaign, that Bacon & Co. were prepared to pay 4c per bushel more than the grain man. Mr. Bacon is staying within the rules of the Chicago Board of Trade. He is making a bid every morning to representative farmers, at the call price less the trucking charge. We have a 4-cent rate on the waterway. Mr. Bacon is looking for a representative at Gilman and Kankakee. At Gilman he is going to find the going much easier. This convention ought to go on record telling the Board of Trade its regulations were made under conditions that are different from those that rule today.

We have formed a new corporation up at Morris to save this business from the barges, composed of about 20 dealers and farmers companies. The men of Morris are looking to this Ass'n to adopt some resolutions that are not pussyfooting.

MR. PETERS: South of Mattoon we did not get a vote for the trucking bill, as it was opposed by orchardists and strip coal miners.

MR. MELLEN: We formed a company with \$35,000 capital to build or lease. Very fortunately the Farmers National quit and we have leased its elevator and will be active in June. This company is organized on a strictly co-operative basis, each of us to get our proportionate profit on the business we send by the river.

LAWRENCE FARLOW, Bloomington, sec'y Illinois Farmers Grain Dealers Ass'n: I pay my respects to Mr. Peters for the fight he put up at Springfield for our members.

FRED K. SALE: This is not only an Illinois problem. The upper tier of counties in Indiana are badly involved. At our midwinter meeting we adopted a resolution naming Rosen-



Left to right, standing: Directors L. W. Railsback, Weldon; A. C. Koch, Breese; Treas. Fred E. Verry, Armington; Director W. A. Webb, Leroy. Seated, 1st V.-P. W. C. McMichael, Lawrenceville; Pres. L. B. Walton, Mayview; Sec'y W. E. Culbertson, Delavan.

baum Bros. and an Indianapolis concern; but we are not getting very far. Grain is going from as far as Fort Wayne to Chicago.

K. A. HARPER, Potomac, Ill.: The situation at different points on the river varies. All the river business is in the hands of 3 or 4 large firms.

A. C. KOCH, Breese, Ill.: Truckers drive up north for corn and go around us at a price at which we can not ship in carloads. The grain trade should take a definite stand on state legislation against these trucks.

GORDON HANNAH, Chicago: If the I. C. C. would take the yoke off the railroads the situation would soon be cured in Northern Illinois.

The auditing com'te report was read, finding the books of the sec'y and treas. carefully kept, and all payments verified. Adopted.

G. E. MELLEEN offered a resolution that members be urged to instruct their grain receiving agents at terminal markets not to sell their carload consignments to unfair terminal elevator operators; but Sec'y Culbertson objected that this would amount to a boycott.

Some members spoke up and said they had already so instructed their commission merchants.

The resolutions submitted by the resolutions com'te then were unanimously adopted, as follows:

Resolutions Adopted

For Equitable Export Freight Rates

WHEREAS: Other transport agencies do have and exercise their facilities for transportation of grain and farm products to the extent of effecting the natural flow of grain and farm products, and in order to keep central markets free and open and thereby keeping grain and farm products at these open markets at the best price level in order to effect the best price for farm commodities, therefore, be it

Resolved, that this association ask for equitable adjustment of export rates from the central rate territory to the export points.

Unfair Practices of Terminal Buyers

WHEREAS: There is a growing practice on the part of certain firms in terminal markets and of individuals operating without permanent grain handling facilities to invade the province of the country merchant, for the purpose of buying direct from the producer, grain which the established dealer, by right of invested facilities, is fairly and ethically entitled, therefore, be it

RESOLVED, That this association urge the offending firms to abandon such unfair practices and further bespeak the co-operation of grain exchanges in the abolition of such demoralizing practice.

Thanks to Bert A. Boyd

RESOLVED: That the secretary of this association be instructed to extend our greetings and best wishes to Mr. Bert A. Boyd and express our thanks for his lucky charm reminders of this Friday, the thirteenth.

Thanks to Those Aiding Convention

RESOLVED: That this association extend its thanks and appreciation to the speakers, officers and to the Danville grain firms, Lowell Hoit & Co. and J. E. Bennett & Co., their managers, F. E. Current and D. E. Jacobs, and to all others who have contributed so much to make this convention a success.

The nominating com'te named for re-election the old officers and directors, and they were elected without a dissenting vote.

OFFICERS: Pres., L. B. Walton, Mayview; 1st vice-pres., W. C. McMichael, Lawrenceville; 2nd vice-pres., F. C. Dewey, Annawan; sec'y, W. E. Culbertson, Delavan; treas., Fred E. Verry, Armington.

DIRECTORS, re-elected: L. J. Colehower, Wenona; V. L. Horton, Tolono; A. C. Koch, Breese; L. M. Walker, Gilman; H. C. Gring, Farmer City, Holdovers: I. B. Barrett, Streator; N. L. Hubbard, Mt. Pulaski; Chas. J. Potter, La Rose; L. W. Railback, Weldon; W. A. Webb, Leroy.

Adjourned *sine die*.

DANVILLE NOTES

EXHIBITS were made by Edw. J. Funk & Sons, seedsmen, a map illuminated and showing location of their processing plants; by the Nitragin Co., of inoculants; by R. R. Howell & Co., Minneapolis, of the Clow-Winter Head

Drive, leg model and elevator cups; by the Seed Trade Reporting Buro, Chicago, of moisture tester and testing equipment; by Fairbanks, Morse & Co., Howe Scale Co., and Superior Scale Co., of scale beams.

Lead pencils were distributed by Fred A. Putnam of Danville and the Oyster Shell Products Co.

Sec'y Culbertson had a whole gross of mounted rabbits' feet and rubber money received from Bert A. Boyd, now at Hendersonville, N. C., to pass out to dealers.

In Attendance at Danville

From Ohio came S. L. Rice of Metamora.

George Saathoff, Pontiac, Ill., elevator builder. From Champaign came P. M. Faucett, J. C. Fielding, M. B. Hyde, N. P. Noble and Thos. Ogden.

St. Louis sent H. L. Boudreau, F. H. Barkley, H. C. Van Houten, Frank J. Sommer and A. W. Lange.

Decatur sent: E. B. Evans, H. W. Glessner, of Baldwin Elevator Co.; P. H. King, Eugene H. LeGrand, Ross Livergood, of Livergood & Hight; W. C. McGuire.

Association Officials: R. B. Bowden, St. Louis, executive vice pres. Grain and Feed Dealers National Ass'n; Fred K. Sale, Indianapolis, Ind., sec'y Indiana Grain Dealers Ass'n.

From Peoria: F. L. Barlow of P. B. & C. C. Miles; A. M. Courtwright and B. E. Wrigley of Geo. W. Cole Grain Co.; Wm. Dewey of W. W. Dewey & Sons; C. P. Cummings and Harry W. Hudson.

Scale men present: E. Angliker, Chicago, and J. F. Hunt, Springfield, of Howe Scale Co.; O. C. Anderson, Havana; Geo. J. Betzelberger, Delavan, and A. J. Cook, Springfield, of Fairbanks-Morse & Co.; R. W. McKibben, Terre Haute.

Indianapolis firms were represented by O. P. Larimore, Ed. K. Shepperd and Clark E. Stanbery of the Cleveland Grain Co.; Sam Harrell, Lew Hill, C. M. Maibucher, C. H. McEwan, Claude M. Record, L. H. Rich and Chas. S. Weirick.

Seedsmen in attendance: F. H. Weeks, Peoria, representing Ed. F. Mangelsdorf & Bro.; T. H. Beeson, Crawfordsville, Ind.; Harry S. Brewer and Chas. H. Rush, Kentland, Ind.; Geo. H. Clark, Chicago; Carl H. Golterman, St. Louis, and G. H. Valentine, Elgin, Ill.

Insurance company representatives: J. D. Stevens, Maywood, Ill., and J. T. Peterson, Decatur, Ill., of Grain Dealers Fire Ins. Co.; V. L. Parmentier, V. R. Johnson and A. R. Schroeder, representing Millers National Insurance Co., Chicago; J. J. Droste, C. D. Kellenberger and W. E. Meek, representing the Millers Mutual Ins. Co., Atton, Ill.

Indiana Shippers: John Grogan, Ambia; C. C. Major, Carmel; Henry Corsman and Charles Hosford, Cayuga; L. E. Lake, Colfax; W. M. Moore, Covington; Paul Warren, Crabbs-Reynolds, Taylor Co., T. C. Crabbs, Harold L. Gray and Howard C. Myers, Crawfordsville; Ralph W. Wallace, Decatur; Emery R. Chase, Goldsmith; W. A. Gray, Kirkpatrick; Charles Ray, Kouts; Jesse Young, Lafayette; Ura Seeger, Marshfield; E. C. Smith and L. L. Moore, Newport; Orville Allen, Perryville; Lee Evans, Remington; L. E. Greenwood, Rensselaer; Edgar Prather, Rileysburg; B. E. Etchison, Stewart; John Sells, Tab.

The supply trade was represented by: C. S. Phillips, Seed Trade Reporting Bureau, Chicago; L. B. Feldman, R. R. Howell & Co., Minneapolis, Minn.; H. C. Deck and H. H. Sterling, Kewanee Machinery & Conveyor Co., Kewanee, Ill.; W. W. Pearson, McMillin Truck Dumps, Reynolds, Ind.; S. D. Miner, C. H. Roman, J. R. Langton and E. M. Simon, Peoria, Ill.; Rob Crawford, St. Louis, Oyster Shell Products Co.; W. F. Goken, Cedar Rapids, Ia.; H. F. Heberlein, Milwaukee, Wis.; J. C. Howell, Champaign; M. C. Kabel, and L. E. Manning, Urbana; Allan Moore, Springfield; J. R. Overley, Cedar Rapids, Ia.; Gordon Woodyard, Chrisman, Ill.; E. L. Whitman, Galesburg, and J. D. Worsham, Sheldon, Ill.

Chicago representatives were E. W. Bailey & Co., by John J. Coffman, Chicago, and F. W. Owings of Watseka; Bartlett Frazier Co., by D. F. Gerdon and A. R. Tunks; Jas. E. Bennett & Co., by J. A. Freeman and C. D. Olsen; Cargill, Inc., by Phil Sayles; Lamson Bros. & Co., by R. E. Disbrow, Peoria, Edward Nieft, H. J. Rogers and Wm. Tucker; Lowell Hoit & Co., by Fay R. Current, Danville, Dowell Durbin, Chicago, J. V. Hannon, Champaign, and C. H. Stout, of Gilman. Other Chicago representatives were Geo. W. Altorfer, O. J. Bader, Walter Baujan, Kankakee; Jack Brennan, Ervin Bury, Hoopston; S. N. Cavitt, E. J. Feehery, E. F. Havey, Chicago; E. R. Kilpatrick, Champaign; J. W. McNoldy, Bloomington; A. J. Pollack; R. E. Resing, Champaign; Harry R. Sawyer; Joe Sheridan, Peoria; Geo. M. Slinghoff; J. H. Summer; Gardiner B. Van Ness, Jr., and M. L. Vehon.

James M. Maguire, Chicago, was the only elevator broker present.

Illinois Shippers: Ralph B. Allen, Harry Allen Grain Co., and S. H. Porterfield, Allerton; T. E. Hamman, Arcola; Paul Pratt, and Fred S. Verry, Armington; John A. Bridgson, Ashkum; J. M. Bergeson, Ashton; L. E. Meyer, Bellmont; C. S. Reeser, Benson; Herbert J. Moore, Bloomington; C. T. Rees, E. G. Rees & Son, Bradford; A. C. Koch, Breese; Merl Wakefield, Broadwell; Harry Baxter and Bruce Miller, Brocton; H. E. Morgan, Buckley;

J. Edwin Craig, Cadwell; J. Harry Cox, Cerro Gordo; F. K. Coe, Chrisman; Leslie Markwalder and William Weidner, Cissna Park; J. Kemp Carson, Clarence; L. H. Hasselbring, Claytonville; L. G. Redhray, Dana; C. A. Crane, Dillsburg; Dexter Baber, Dudley; R. A. McClelland and O. B. Robbins, Dwight; Logan Booher, F. J. Craner and J. A. Havey, Elkhart; H. E. Robinson, Emington;

T. D. Karnes, Fairbury; Wayne K. Wright, Fairmount; E. C. Murphy, Farmer City; H. B. Steele, Fisher; R. Hippen, G. W. Leetch, Robert W. Leetch and J. F. Wallace, Forrest; Wm. Herbst, Franklin Grove; H. A. Hillmer, Freeport; Henry Blessman and Wilber H. Boies, Gridley; James N. Bailey and Howard L. Carter, Gibson City; L. M. Walker, Gilman; Walter E. Martens, Hendrix; Elmer McNeal, Henning; Charles V. Arnold, Hillview;

C. F. Scott, Illiopolis; Victor Current, Indianapolis; W. L. Hannon, Ivesdale; L. A. Williams, Jamaica; H. B. Rowe, Kenney; Chas. J. Potter, La Rose; W. C. McMichael, Lawrenceville; Everett E. Hamman and W. A. Webb, LeRoy; A. P. Schantz, Lexington; G. H. Hubbard, Lincoln; Charles Gingerich and George E. West, Loda; John Cundiff, Mahomet; Glenn B. Hill and C. B. Kirk, Mansfield; Geo. W. Walker, Mattoon; S. E. Berg and L. B. Walton, Mayview; J. A. Simpson, Minonk; Roy L. Jones, Monticello;

Theo. F. Boecker, Jr., Naperville; J. H. Kincaid, Newman; Geo. C. Arnold, Oakwood; Finley Anderson, Ogden; Chas. Rohrback and R. M. Wheeler, Onarga; S. A. Price, Paris; Geo. J. Wasen, Patoka; Albert Olson, Penfield; J. A. Gilles, Pesotum; B. W. Cunningham, W. E. Gourley and C. E. Miller, Piper City; Clark C. King, Pittsfield; K. A. Harper, Potomac; Fred C. Leach, Reilly Station, Rankin; J. S. Peck, Rantoul; Ervin H. Castle and H. Brock Jones, Ridgefarm; John Osterbier and William Wilson, Ridgeville; Clark C. Carter, George L. Merritt, C. E. Morgan and Kenneth O. Phillips, Ross-ville; John D. Grussing, Royal;

Everett R. Peters, St. Joseph; W. E. Munson, Savoy; Wm. Allen, Speer; A. C. Rapp, Steward; Harry Tjardes, Strawn; Isaac B. Banett and Howard A. Stoller, Streator; H. T. Hamman and P. F. Tabor, Sullivan; H. W. Ruedger, Thawville; O. A. Collins and G. R. Muir, Tuscola; Charles B. Barnick, Villa Grove; Leo Delaney and J. M. Greene, Wapella; L. W. Railsback and Richard Railsback, Weldon; John H. Braden, Wellington; C. O. Miller, West Newall; W. W. Lühring, Weston; L. M. Scott, West Ridge; Raymond V. Robinson, West Salem; H. M. York, White Heath; R. W. Erdman, Williamsville; S. Olwin Gray, Woodland.

Roving Grain Dealers Must Have License in N. D.

Secretary Conaway of the Farmers Grain Dealers Ass'n of North Dakota has received so many complaints from members who have been swindled by itinerate truckers he has issued a warning from which we take the following:

"Several complaints have come to this office concerning the activities of truckers plying their trade with questionable practices.

"One reports that he sold grain to a trucker for cash three or four times without a come-back. About the fifth time he came, a check was given for the grain and payment stopped on the check on the flimsy excuse that the grain was not up to standard. He was advised to return the grain, which he refused to do, and received back his check.

"Another reports that a trucker purchased three or four loads of grain from him and paid by check which was good in every instance. A fourth load was purchased in the same manner but the check bounced back.

"We have a Roving Grain Buyers law in North Dakota requiring them to furnish bond in the sum of two thousand dollars to the Railroad Commission and in return for which they receive a license as grain elevator operators are required to do as a warehouseman. This law requires the trucker to pay cash, or its equivalent, for all grain purchased. His bond is dealer's protection."

Kansas Grain Dealers Follow a Varied Program

Gray skies turned to cloud-flecked blue for the opening of the 41st annual convention of the Kansas Grain, Feed & Seed Dealers Ass'n, held in the Chamber of Commerce hall at Hutchinson Monday and Tuesday, May 16 and 17. Kansas grain dealers swooped down upon the city and filled every hotel to overflowing, the registration totaling nearly 500.

Monday Morning Session

PRES. A. R. DEAN, Blue Rapids, presided at the opening session. H. P. Lorenz, Hutchinson, quickly gathered the crowd for the opening by leading many vigorous voices in group singing.

Pres. Dean responded to a warm welcome to the city delivered by Mayor D. J. Wilson, then led into his annual address, as follows:

President Dean's Annual Address

We are pleased to have such representation from all parts of the state, and such a fine spirit of co-operation. The spirit of the enterprise of this city is well known to all, located also in the great wheat producing section—noted for your salt industries.

The main thing that concerns us is the grain interests, how it affects us and the outlook for the future. One year ago due to shorter crops partial failure in Canada, and other parts of the world, a smaller carry over—prices were thirty to forty percent over what they are today. According to the Government estimate we will raise considerably in excess of seven hundred million winter wheat, which is well above last year's production. Kansas alone shows promise of 185 million, which is greater than last year. We cannot expect near the price enjoyed last year, and the crop will be merchandised for less money. But with facilities for raising and handling and sale of such a crop, it runs into large figures.

It is our job as an organization to handle this crop from origin to destination as expeditiously as possible, but do not overlook the importance of the profit to which you are entitled, the increasing cost in doing business, your increased taxes cannot be sidestepped, you must face facts squarely.

Because after all the prosperity of our state is not dependent primarily upon the government, it is dependent upon sufficient rainfall, the thrift, intelligence and labor of our citizens.

We have been very active in national matters, so far as they affect us. Our co-operation with other state associations has exerted a tremendous influence in the defeat of objectionable bills, to bring to your attention briefly, state sales tax exemption of agricultural products, thru our direct influence, the exemption of salt, seeds and oyster shell, and other feeds, the train length bill, for the time being have discouraged further application of the processing tax, while all other state associations vigorously opposed the 15% rate increase asked by the railroads, we succeeded in having agricultural products increased only five, while all other commodities were increased ten, practically all advantages gained thru our efforts have directly assisted the producer, which probably accounts for the large number of farmers and co-operative elevators that are now supporting our organization.

We have worked very closely with other organizations in tax matters, have taken an active part in the recently organized Kansas tax payers association, which has for its purpose the maximum efficiency for each tax dollar, we are also identified with the Kansas crop improvement association, also as the state board of agriculture, in its efforts to eradicate noxious seeds, improve the quality of Kansas grains which in the end will create a wider demand for Kansas agricultural products.

Why should Kansas be penalized with such high export rates, as compared with those prevailing from other parts of the middle states, to cite you to some of them for instance, Colby's export rate is 43c per cwt, mileage 1001; Alexandria, Mo., 999 miles 35c; we lose by 8c per cwt. Wichita, Kansas, 722 miles 35c; Lafayette, Ind., 735 miles 29c, we lose in this instance 6c; there are many other instances of unfairness.

The grain trade and the boards of trade have been unjustly condemned, but it is also known that following investigation after investigation, it has been proven, and thru administrative sources confirmed that the boards of trade play a very essential part in the marketing of any grain crop; in other words, the grain business is the only business in the world that I know

of where any man or dealer can obtain immediate protection when desired; that condition and privilege is only available by reason of the country dealers, and the board of trade co-operating. Further, our organization wants to correct the present abuses of grain storing and warehousing.

Sec'y Moyer's Report

SEC'Y J. F. MOYER, Dodge City, gave a mass of association data in the course of his annual report, including a breakdown of how ass'n dues are spent. "The ass'n member spends \$15 a year in dues," said Sec'y Moyer. "Of this \$15, the sec'y gets \$3.60, office rent takes 30c, postage and printing uses \$1.95, travel expenses uses \$1.35, legislative expense demands \$1.35, telephone and telegraph uses 15c, dues and subscriptions takes \$1.35, the stenographer gets 90c, the field representative gets 90c, convention and group meeting expense uses 75c, and we have a reserve in the bank of \$2.40. Nowhere does your dollar go farther than when spent for ass'n dues.

"During the year we held 12 group meetings with a total of 800 in attendance. We have issued 35 bulletins totalling 17,000 copies, we have sent out 3,000 pieces of first class mail, licked 8,000 convention stickers, and traveled more than 10,000 miles in the interest of the ass'n. New members total 119; only 33 have been dropped from the membership roll.

"Last year's convention adopted resolutions on the Pettengill bill and the train length bill. Neither bill has passed Congress, but I think that it would be well to resolute again against the Pettengill bill.

"We have developed and printed cost records from 68 representative Kansas elevators which demonstrate conclusively how high local margins must be if an elevator is to cover its expenses. We have worked vigorously on sales tax matters. While the railroads demanded a general rate increase of 15%, thru ass'n efforts they were successful in getting only a 5% increase on grain.

"Our work on claims convinces us that while the law of gravity and the out-turn on uniform weights should be the same all over the country, it does not work out that way. Grain moving to some points show consistent shortages, and state laws should be adopted to equalize differences in out-turn weights that now occur.

"Rates have played a part in our export trade. Part of the loss of our export business in wheat is unquestionably due to rates that are too high, leaving Kansas growers at a 30% disadvantage compared with other districts more favorably located from the rate standpoint.

"Crop improvement can be encouraged if grain dealers will pay a premium for top quality wheat, or properly discount the off-grades and mixed grain that now moves on the market at unsatisfactory prices.

"Grain dealers can help themselves and their ass'n by prompt response to ass'n questionnaires and by prompt payment of dues. When a grain dealer becomes as much as six months in arrears in his dues the mailing of 6 statements takes 3c out of his ass'n dollar. This amount would pay the sec'y's salary for 1½ months. It would pay the office rent for 1½ years; it would pay traveling expenses for 4 months; it would increase our balance in the bank by 20%. A prompt response on the bills we send out for dues will materially aid the efficiency of your ass'n."

ATTORNEY HENRY V. GOTT, Wichita, discussed mortgage and lien laws, giving a revealing insight into the effect of trucking on the grain dealers in connection with these laws.

"The safe way for a grain dealer to deal with

outside, unknown truckers is not to buy the grain he offers. Second best is to use the telephone or telegraph, contact likely owners, bankers, or county registers of deeds, to protect against mortgaged grain.

"Grain buyers would find advantage in the use of statements which they can require a trucker to fill out. The statement might even be notarized. Failure of a trucker to fill out the form truthfully lays him open to penalties for false swearing and for obtaining money under false pretenses.

"A form suitable for this purpose is:

Seller's Warranty

I, John Doe, of X-Pratt Co., Kansas, in order to induce The Joves Company of Pratt, Kansas, to purchase from me 300 bushels, more or less, of wheat at 80 cents per bushel, hereby declare and warrant:

That said wheat was grown on land in Pratt County, Kansas, owned by me and located 6 miles north and 10 miles east of Pratt; that I am the sole owner of said wheat; that it is free and clear of all mortgages, liens and incumbrances of any kind, except mortgage to Union State Bank of Cullison; that I have good and lawful right to sell and deliver the same and there are no agreements or understandings concerning the sale and delivery of said wheat, other than herein stated.

Signed this 16th day of May, 1938, at Pratt, Kansas.

JOHN DOE,
Seller.

JOHN JONES,

Witness to Signature.

Mr. Gott reviewed the common sources of chattel mortgages against marketable wheat, breaking these down into non-governmental indebtedness and governmental indebtedness. The former he listed as the local bank, the farm machinery companies, the oil companies. The latter included the production credit ass'ns, of which there are 14 in the state of Kansas that make loans on chattels similar to a bank, these loans being of the emergency type; the emergency feed and seed loans to cover bare necessary expense for feed and seed, the paper going to the governor of the Farm Credit Ass'n; the farm security administration, successor to Tugwell's Resettlement Administration, which has for its purpose the rehabilitation of the farmer by completely outfitting him; and the Commodity Credit Corporation, which makes loans on commodities, like wheat and corn, after they have been harvested and placed in the bins.

"All money loaned by these institutions is covered by a chattel mortgage which, to be valid, must be filed with the Register of Deeds in the county in which the owner lives. If the owner lives in one county in the State of Kansas and his wheat is growing or located in another, the chattel must also be filed with the Register of Deeds in both counties.



President-Elect John O. Ross, Wamego, Kan.

"Grain buyers should get acquainted with the Register of Deeds who records the mortgages and liens in his county. Make use of him, by telephone when necessary. Then when you make out the check for payment of grain, make it payable to all claimants. This will require the signatures of all when the check is cashed and force settlement outside the grain office. When buying grain on futures sales contracts, include the protective statements used for truckers, as outlined in the foregoing.

"County lines mean nothing when it comes to chattel mortgages. Neither do state lines," declared Attorney Gott, citing the case of a Texas mortgage on cattle sold at Wichita, Kan. "The purchaser purchases at his own peril."

The speaker listed statutory liens as:

Statutory Liens

A. Lien for threshing, husking or harvesting. G. S. 58-203. The thresher or harvester has 15 days to file statement with the Register of Deeds after the completion of the threshing or harvesting. Action to foreclose this type of lien must be brought within 90 days after filing the statement.

B. Liens for seeding and baling broomcorn and baling hay. G. S. 58-218. Perfected and enforced the same as threshers' liens.

C. Landlord's crop lien for rent. G. S. 67-524. This lien is created by statute, and the person entitled to the lien may recover from the purchaser of the crop, who has notice of the lien, the value of the crop purchased. There is no provision for filing or recording this type of lien.

"You must have notice of a rent lien," explained Attorney Gott, "unless you may be expected, reasonably, to suspect a claim exists against the grain you buy. A thresherman has 15 days in which to file a thresherman's lien, regardless of the fact that the grain may move direct from the threshing machine or the combine to the country elevator."

VANCE M. RUCKER, marketing specialist from Manhattan's Kansas State College, explained government crop insurance, confining his remarks to this feature of the new Farm Act. Before leading into his address he remarked that elevators ought to get their margins up to a reasonable figure that would save them from just scraping along near the edge of bankruptcy.

G. L. PATCHIN, Appraisal Service Co., Minneapolis, Minn., sold a new idea in his explanation of valuations on grain elevators and processing plants. His address will appear in a later number.

PRES. A. R. DEAN appointed the following committees:

AUDITING: Carl Therolf, Beloit; C. A. Kalbfleisch, Harlan; Lester McDonald, Sautanta.

NOMINATING: Louis Drake, Humboldt; Claude Cave, Dodge City; Dan Sullivan, Ulysses.

RESOLUTIONS: Sam Wallingford, Wichita; J. H. Voss, Downs; J. C. Regier, Buhler.

EMPLOYMENT COUNCIL: Claude Cave, Dodge City, chairman. The purpose of this division of the ass'n is to form a clearing house for good elevators wanting good employees, and capable employees looking for good locations.

Adjourned for lunch.

Dutch Lunch

A bountiful Dutch Lunch was given the delegates on the trading floor of the Hutchinson Board of Trade at noon on Monday. Sandwiches, lunch meats, cheese, olives, buttermilk and beer weighted the serving tables. The lunch was served with the compliments of the Board of Trade; the beer with the compliments of a long list of firms in affiliated industries, including Chalmers & Borton, The Day Co., The Denver Alfalfa Milling & Products Co., J. B. Ehrsam & Sons Mfg. Co., The Howe Scale Co., R. R. Howell & Co., Harry B. Olson, O. W. Randolph Co., Richardson Scale Co., A. F. Roberts Construction Co., Screw Conveyor Corp., and The Weevil-Cide Co.

Ladies' Lunch

Visiting ladies were entertained by the

Hutchinson Board of Trade Monday noon with a luncheon and style show in the Wiley Tea Room. More than 100 ladies attended and enjoyed both the dainty luncheon and the preview of new styles. At the close of the luncheon the ladies were given tickets to the leading Hutchinson theaters.

Monday Afternoon Session

PRES. DEAN presided at the second session.

DR. JOHN H. PARKER, director of field work, Kansas State College, Manhattan, discussed the wheat crop improvement plan now under way in Kansas. He stressed quality commercial wheat and explained the crop testing plots for demonstrating what pure seed will produce.

RAY B. BOWDEN, St. Louis, executive vice-pres. Grain & Feed Dealers National Ass'n, discussed national legislation and its likely effect on grain dealers, referring particularly to the new Farm Bill. Mr. Bowden said: "Even on national legislation your state ass'n's work vigorously for you. An example is the train length bill which was defeated by ass'n action."

Wages and Hours

"The federal wages and hours bill appeared definitely killed two weeks ago. A conviction on the part of southern representatives in the rules committee appeared to have blocked all action, but Florida's primary election changed the course of events, and quickly brought the required signatures to a petition for bringing the bill to a vote. The Senate reversed its stand and the chances are now better than 50-50 that wages and hours legislation will pass at this session."

"If enacted this legislation will invite organization of labor in the grain industry, in hope of increasing wages."

The bill as now written provides "The first year a minimum wage of 25c per hour, a maximum work day of 8 hours, a maximum work week of 44 hours, and time and one-half for all over time. At the end of the first year a 5c per hour wage increase would be effected and the hours per week shortened to 42. Another year would bring maximum weekly hours to 40 and minimum wages to 40c."

"The Sec'y of Labor would hold hearings and set wages and hours for an industry. No individual exceptions would be allowed, the owners of a business or executives would not come under the Act."

Wheat Loans

"Wheat loans appear a certainty. The new Farm Bill makes minimum loans of 52% of parity mandatory unless the market price to the farmer is above this figure. Parity stands now at \$1.14."

"Loans are required to be made when the supply exceeds the demand by a certain percentage. At the moment it looks like we will have a total wheat crop exceeding 1,000,000,000 bushels, which would force the loans."

"The C. C. C. is given unlimited funds for making the loans. At the end of 10 months, if the price has not risen above the loan figure, the farmer may shrug his shoulders and the government has the wheat."

"Loans on wheat are fraught with risk for the grain business. All kinds of possibilities exist. Will loans be made on a national or a zone basis? If the former, grain near central markets will all be sold; grain farther away will go into storage."

"Will anyone sell short if there is a bottom under wheat? What will happen to your futures markets and to your hedging market? And who will buy wheat ahead if they cannot hedge their purchases?"

"Where will wheat be stored? On the farm or in federally licensed elevators? Will state licensed warehouses be permitted to store wheat?"

"Between the government's A. A. A. and

C. C. C. the ever-normal granary is a fact. It is entirely possible thru the loan features of the Farm Bill for the government to come into possession of hundreds of millions of bushels of wheat. With such a large stock in the show windows, what will happen to the price, and to our export markets, for wheat is *now* moving for export? The higher the loan rate the less chance we will have to export."

"Loans cannot be made legally until July 11. But announcement of the loan basis may be made next month."

"The upset may come next fall. Obviously the government cannot go on forever loaning on wheat, should we have a series of good crop years. A possibility is a forced reduction in wheat acreage from the present 81,000,000 acres to 51,000,000. Such a cut would find the farmers turning against the law."

"The Sec'y of Agriculture must make his decisions on the basis of statistics supplied by the Bureau of Agricultural Economics."

J. C. MOHLER, sec'y, Kansas State Board of Agriculture, was applauded when he arose to talk about the Kansas Seed Council.

"Congress may be throwing a good deal of restraint in the wheels of business. But the states also are guilty, having ports of entry and registration requirements until in the course of time it appears we will have 48 sovereign states, fighting commercially among themselves."

"Kansas was among the last to pass a state seed law. This was forced because Kansas became a dumping ground for poor seed. The law's enforcement is in charge of the non-political State Board of Agriculture."

"The Kansas Seed Council was organized two years ago. This council has 12 objectives, but I will mention only four of them."

"The first is to re-establish Kansas common alfalfa in the eastern markets and to safeguard its purity and quality."

"The second is to stop the sale of seed containing noxious weed seeds, particularly bind weed. Many farmers want us to go a step farther. A bill may be passed to stop sale of feeds in which there may be bind weeds. We have also raised \$750,000 to control and eradicate bind weed on public property."

"No one thing causes us so much trouble as the itinerant trucker, who is almost always doing an illegal business. We must have some law to control itinerants. Approaching the problem from the seed standpoint, we have proposed licenses for seed dealers. Trucking operators handling seed would be required to have a license, cancellable for cause."

"Fourth is the business of local elevators who supply farmers with seed. To get away from the seed law they sell grain as grain, tho the farmer may plant it as seed. But there is a moral obligation to supply pure seed, capable of producing a good crop. I would like to see every elevator man be an agricultural missionary. They can do more to build up the quality of Kansas wheat. We raise good wheat, but we can raise better wheat."

SECY MOYER told of sitting in two or three meetings where licensing of seed dealers was suggested, and advocated licensing as a means of controlling itinerant truckers now breaking down the seed business done by grain dealers.

G. F. BINDERIM, federal grain supervisor, Wichita, reviewed the problem of off-grade grains.

J. E. DAVIS, ass't sec'y of the Kansas State Board of Agriculture, showed colored motion pictures of the department's activities.

Adjourned to Tuesday morning.

Kansas Banquet

TULIPS substituted for sunflowers at the long tables laden with the ass'n's annual banquet Monday evening. The well-prepared steak set well on stomachs of more than 500 in attendance, after the full program of convention sessions during the day.

The invocation by Rev. J. H. Chillington, of Grace Episcopal church, was followed by humorous remarks from Master of Ceremonies John M. Starr, and introduction of the ass'n's leading lights.

SPEAKER of the evening was F. J. O'Shaughnessy, Chicago, who was serious only long enough to make a plea for the railroads.

Tuesday Morning Session

PRES. DEAN presided at the third session.

Honor Roll

RON KENNEDY, Des Moines, Ia., sec'y Western Grain & Feed Dealers Ass'n, gave credit to Dave Steenberg of the Central Retail Feed Ass'n for hatching the "honor roll" idea. "The honor roll," he said, "is a 'white' list for wholesalers, jobbers and dealers who do business honorably.

"The principle of the 'honor roll' is tied closely with trucks. The itinerant truckers, working for nothing, are the fellows who have been breaking down retail trade.

"We revise the 'honor roll' frequently, adding the names of firms that are honorable. So far no ass'n in Iowa, Wisconsin or Minnesota has had to remove a name from its 'honor roll.' Always a few letters from the ass'n has done the trick when a firm did chance to make a slip.

"The 'honor roll' requires co-operation from the retailer. The local dealers must be aggressive and go after business to make the dealer trade attractive to the wholesaler and jobber. Then it has a tremendous moral influence.

Itinerant Trucks

"No truck in the midwest is paying a fair share of road building and maintenance costs. The states are coming to realize this and commissions are studying ways and means to make trucks pay their share.

"A trucking forum at the Des Moines convention showed that dealers will do well to study trucks and trucking costs. In some sections farther east the grain trade has found its defense against itinerants in ownership and operation of its own trucks.

"Until necessary laws are enacted it looks like truckers are able to operate at rail rates, and the dealers have to meet this competition."

PRES. DEAN pointed out the accident hazard set up by itinerant truckers who carry no insurance. "Just last week," he said, "one of our trucks was hit by an unprotected itinerant and it cost us \$75 to repair the damage to our truck."

SECY MOYER referred to the scoop-shoveler problem in southeastern Kansas where elevators are small and the wheat acreage has been increased. "The 'honor roll' principle," he said, "I believe would help correct this scooper situation."

PRES. DEAN called for a vote on use of the "honor roll" as suggested by Sec'y Moyer.

The vote unanimously favored such action by the Board of Directors and Sec'y Moyer to discourage scooping.

SCOTT S. BATEMAN, Warehouse Commissioner, Kansas City, explained the Kansas warehouse licensing law.

F. A. THEIS, Kansas City, chairman, Grain Trade Council, listed and explained the advantages of "Hedging in the Grain Trade."

R. O. CROMWELL, crop statistician of Lamson Bros., Chicago, showed two reels of moving pictures that demonstrated the manner of raising wheat in the Argentine, making clarifying comments that gave the delegates a picture of the competition in export trade from this source.

J. H. VOSS, chairman of the resolutions com'te, reported the following resolutions, which were adopted unanimously:

RESOLUTIONS ADOPTED Government Regulation

AS CITIZENS we have a personal interest and responsibility in the tendency of legislative circles, both local and national, toward regulatory measures and bureaucratic control of all lines of business. This tendency ignores all well established economic laws and promotes socialistic and un-American theories of government. We recommend, therefore, that we use our influence personally, as well as the influence of our association, to secure action, looking toward the curtailment of bureaucratic activities, especially by our Federal Government; that we pledge ourselves and our support only to such candidates for public office who, by their character and public record, justify belief that they will assist in accomplishing the results to which we are committed, and which we consider essential to the general welfare and future prosperity of this country.

Pettengill Bill

THE PETTENGILL BILL, commonly known as the long-and-short haul bill, which has been pending in the Congress of the United States for more than two years, we believe will impose unjust and unreasonable rates upon the farmers of the Central West, and will permit the railroads to establish lower rates from the west coast to Missouri River points, without reduction of rates from intermediate points, to the cost of Kansas farmers through competition from wheat producers in Washington, Oregon and other western states. Therefore, we recommend the resolution opposing this bill as passed at our Fortieth Annual Convention, be renewed as this bill is still pending before Congress, and that our secretary be instructed to use all the power at his command to prevent its passage.

Export Rates

WHEREAS, the State of Kansas is the largest wheat producing and flour milling State in the Union, and the Southwestern States, Kansas, Oklahoma, Nebraska, Texas and Colorado comprise the largest hard winter wheat producing area in the United States, these being surplus producing states, and it being necessary to have equitable export rates in order to move this surplus, this Association wishes to go on record as opposing the discrimination between the existing rates of the Central and Southwestern States; for example: The present rate from Colby, Kansas, to Galveston, Texas, a distance of 1,001 miles is 43 cents; while the present rate from Madison, Wisconsin, to New Orleans, a distance of 1,004 miles—is 28½ cents. This committee recommends that for the benefit of the dealers in the Southwest that our Secretary wire our Senators and Representatives in an effort to secure more equitable export rates.

Itinerant Trucker

THIS ASSOCIATION goes on record as believing there should be some regulation of the itinerant trucker, and that the members of the association should do what they can to see that the Itinerant Bill, as presented to the Legislature at its last session should be revived and presented to the next regular session of the Legislature and every effort should be made by this Ass'n to secure its passage.

Wage and Hour Bill

WE BELIEVE that the grain dealer, owing to the peculiar nature of his business, handling agricultural products, should be given the same exemptions as those engaged in agriculture, and that the present Wage and Hour Bill pending in Congress would be very unfair to the elevator operator, in that it would be impossible to operate an elevator on the forty hour basis, since during the rush season, the elevator is open, receiving grain from 12 to 18 hours a day. Therefore, we wish to go on record as opposing this measure and wish to instruct our secretary to send a copy of this resolution to Kansas representatives in Congress.

Election of Officers

ELECTION placed the following for the ensuing year: J. O. Ross, Wamego, pres.; J. E. Ogren, Arkansas City, vice-pres. Directors: J. H. Voss, Downs; C. C. Smith, Conway Springs; and D. O. Wanamaker, Blue Rapids. Retiring Pres. A. R. Dean, Blue Rapids, was made member of the Board of Directors. Hold-over directors are C. M. Cove, Dodge City; C. S. McGinnis, Cherryvale; Dan C. Sullivan, Ulysses.

Vote of the membership changed the title of J. F. Moyer, Dodge City, from sec'y-treas. to executive vice-pres.

Adjourned *sine die*.

Sunflower Convention Notes

REGISTRATION of more than 450 delegates was conducted by F. S. "Rex" Rexford, Rollie Blood, and E. M. Van Horn of the Grain Dealers Mutual Fire Insurance Co., which supplied the attractive convention badges that they pinned to each delegate's coat lapel. They were assisted by Mrs. Mamie Barton and Mrs. Pearl Rospaw, from the offices of members of the Hutchinson Board of Trade.

A HOWE 15 ton truck scale grain beam, with Weightograph attached, was exhibited by the Howe Scale Co. with Frank Rogles of St. Louis, John Dennis, Kansas City, and J. A. Shields of Wichita, in charge.

APPRAISAL Service Co.'s G. L. Patchin showed a copy of "A Century of Business Progress" and took the names of interested parties to whom he will send complimentary copies of this attractive colored chart that shows the ups and downs of the business cycle in relation to corporate prosperity, stock movement, real estate values, wage rates, and commodity prices.

Attended the Hutchinson Meeting

Association representatives included: R. B. Bowden, St. Louis; W. A. Stevens, Kansas City; Ron Kennedy, Des Moines; W. O. Sand, Hutchinson.

Supply trade representatives were: Frank Rogles, St. Louis; John Dennis, Kansas City; E. M. Palmer and I. D. Allison, Wichita, Kan.

Inspection departments and government agencies were represented by: E. L. Betton, Kansas City; L. M. Anderson, R. C. Harp and F. M. Fink, Wichita.

Topeka representatives were: C. K. Morris; L. E. Howard; J. C. Mohler; Paul Ijams; A. A. Pounds; I. E. Davis.

St. Joseph representatives included: Chester L. Weeks; C. D. Kreher; R. H. Graham; C. K. Keiber; E. Lieben; Boots Gregory.

Oklahoma representatives were: E. H. Riffe, Goodwell; J. B. Riffe, Texhoma; Fred Martin, Blackwell; G. M. Ferguson, Rocky; T. A. Kroulil and W. Winton, Yukon.

Nebraska was represented by: W. J. Burns, Omaha; J. L. Welch, Omaha; M. O. Simpson and Geo. Patterson, Steele City.

Ft. Worth sent: Tom West; J. A. Simons; A. Galbraith.

Chicago was represented by: Clarence Henry, Board of Trade; H. C. Donovan; Mrs. E. H. Miller; F. F. Thompson, James E. Bennett & Co.

Minneapolis was represented by: G. L. Patchin, Appraisal Service Co.; G. C. Brown and W. S. Leary.

[Concluded on page 453]

New Officers and Directors Kansas Grain, Feed & Seed Dealers Ass'n—1938



Left to right: Director Claude M. Cave, Dodge City; Director J. H. Voss, Downs; Vice-Pres. J. E. Ogren, Arkansas City; Pres. J. O. Ross, Wamego; Director A. R. Dean, Blue Rapids; Director Dan C. Sullivan, Ulysses; Exec. Vice-Pres. J. F. Moyer, Dodge City.

Oklahoma Grain Dealers Optimistic Over Crop

More than 300 Oklahoma grain dealers attending the 41st annual convention of the Oklahoma Grain & Feed Dealers Ass'n in Enid, Wednesday and Thursday, May 18 and 19, carried smiles a mile wide, and spoke with voices reflecting optimistic cheer about the Oklahoma wheat crop that is in prospect. Here and there was a comment about frost damage, and the comment was invariably followed with some note that marveled at the way the frost damaged wheat has come back, and will still produce a good crop should conditions favor it between now and harvest.

The morning of the first day was devoted to visiting and renewing of acquaintances. By afternoon the crowd had gathered and the convention opened on time.

Wednesday Afternoon Session

PRES. ED R. HUMPHREY, Enid, presided at the opening session.

ROY SANFORD, leading Enid druggist, warmly welcomed the delegates, offered them the keys to the city, and told a series of stories that put all in good humor.

PRES. HUMPHREY responded for the ass'n, and led into his annual address, saying:

Pres. Humphrey's Address

"The ass'n has made more progress in the last year than in three before," declared Pres. Humphrey in his opening remarks.

"Grain dealers, like farmers, depend upon the weather for their prosperity. Their business is inevitably tied up with the farms.

"Organization in the grain trade becomes increasingly important, so that the voice of the trade may be heard in legislative councils in its own defence."

FRANK A. THEIS, Kansas City, chairman of the National Grain Trade Council, covered a variety of subjects in his address. He said:

National Affairs

"The Grain & Feed Dealers National Ass'n, with state ass'ns and boards of trade, has membership on the National Grain Trade Council. The Council's purpose is to protect the grain trade, along an honorable and necessary part of commercial life, in national legislative circles. Ray Bowden, executive vice-pres. of the National Ass'n, is in charge of the Council's activities at Washington.

Farm Bill

"Experience has taught the grain trade the folly of nostrums for agriculture, reviewing the experiments of the Farm Board, the original A.A.A. and others. They have led only to more and more regimentation and centralization of control over the farmer.

"The farmer is an integral part of the grain trade and the grain trade is the servant of the farmer, working very economically.

Crop Insurance

"The new Farm Bill incorporates every conceivable form of nostrum that has been considered.

"An important point in the bill is the crop insurance feature, an insurance program more comprehensive than has ever been known. This is the one phase of the bill that is practical and based on good business. The crop insurance plan is based on mathematical records of production over a period of years. The premiums are based on these records and are calculated to build up practical reserves.

"Washington economists have in mind classification of land on which premiums must be placed burdensomely high, as sub-marginal, not suited to grain production.

"Wheat premiums are likely to be ordered delivered to the local elevator for storage, unless the farmer elects to pay cash premiums. Each of you grain dealers, I believe, will share in the handling of these premiums.

"The law requires the government to carry sufficient wheat on hand to cover the premiums. The law sets up a \$100,000,000 for this insurance plan.

Wheat Loans

"Wheat loans are mandatory if the price of wheat falls below 52% of the 1909-14 parity price. Today's parity price is approximately \$1.15 per bushel. Consequently 60c a bushel would be the price at which loans would be forced, as of today.

"If the crop estimates on July 1 show an excess over domestic, export, and carry-over requirements the loans will be forced into effect. This year both of these features are likely to be present and we may feel almost sure we will have loans forced.

"Under these loans a great deal of wheat will likely be impounded. It may be placed in a farm bin, properly supervised and sealed, or in a federally licensed warehouse. These points of storage, I am sure, will prove inadequate, so private and state licensed elevators will receive a share.

"The law specifies that loans may be made for 10 months on corn, and this method is likely to be applied to wheat. The government has no recourse. If the price is still below the loan price at the end of 10 months the wheat becomes the property of the government.

"As a practical grain man I sense the inactivity among European buyers, waiting for the low prices, such as were given them by the Farm Board. For the first time in five

years we are on an export basis,—and the buyers are holding back waiting for forced lower prices.

"If we must get our production in this country down to a domestic basis, the grain trade and the farmer are in for plenty of trouble. The reduction in acreage under the new Farm Bill that would be required is estimated at from 25% to 42%. If this condition comes about in the midwestern and southwestern states, you can imagine how much new wealth will be removed from the pockets of farmers, grain dealers, merchants, and others who depend upon agriculture.

"The new Farm Bill contains more dynamite for both the citizens and the government of the United States than can be imagined. The possibilities are enormous, the dangers great, and the results problematical."

ANSWERING questions Mr. Theis said storage charges would follow the warehouse receipts for wheat on which loans are made. Farm storage is favored by the government where this may be practical.

PRES. HUMPHREY appointed the following comites:

RESOLUTIONS: R. A. McClintock, Oklahoma City; Vern Goltry, Enid; Claude Nicholson, Enid; E. S. Bouldin, Muskogee; Dave Moxon, Blackwell.

NOMINATIONS: Ben Feuquay, Enid; R. A. McClintock, Oklahoma City; Claude Nickolson, Enid.

PROGRAM: Claude Nickolson, Vern Goltry, Lew Sanford, and Roy Hacker.

R. O. CROMWELL, Chicago, crop statistician and world traveler, showed a map of the Argentine, and explained the crop areas of that country before acting as an announcer, commenting on two reels of moving pictures of its wheat production and grain handling facilities that he took last fall.

Mr. Cromwell said Argentine wheat is uniform and preferred by European buyers for this reason. "If we want to compete with the Argentine we must improve the quality of our export wheat. Argentine wheat tests 60 lbs. or more per bushel, is not quite as good as our hard wheat, but more satisfactory to British buyers than our soft wheat. And the Argentine is striving consistently to improve the quality of the export grades."

Adjourned to Thursday morning.

Oklahoma's Banquet

The annual banquet in the ballroom of the Youngblood hotel was a "Chef's Masterpiece." Each steak was done to a tender and delicious turn that put everyone in good humor, even before the fun began.

"HOWDY" HOLMES, Enid's giant federal grain supervisor, opened the entertainment by introducing Lester Weatherwax, of Wichita, as the master of ceremonies. Master Weatherwax sang with his Chamber of Commerce Quartette, and returned the compliment by providing a place on his program for "Howdy's" very fine bass.

THE BIG feature of the entertainment was the mock argument over Italy carried on by Charley Parker, as "Chauncey Parks," English columnist, and Frank Lorince, "Tony Boloney," now a candidate for congress, both of Enid.

Dancing followed the entertainment and lasted until midnight.

Thursday Morning Session

PRES. HUMPHREY presided at the second session.

Oklahoma's Wheat

A. W. ERICKSON, Kansas City, crop reporter, showed a lifesize chart of a 1937 wheat plant at harvest time, illustrating that the roots reached as far as 6 ft. below the surface.

"Last year's wheat crop in Oklahoma never sapped the moisture below the 36 inch level," he declared. "The moisture below that level

[Concluded on page 445]



Pres. Vern Goltry, Enid; Vice-Pres. E. S. Bouldin, Muskogee; Sec'y C. F. Prouty, Oklahoma City.

Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

ARIZONA

Phoenix, Ariz.—Hay and grain growers of the valley are completing the organization of the Central Arizona Hay & Grain Growers' Ass'n, the purpose of which is to furnish information and market news to Arizona growers and buyers of grain and hay. An office will be established here.

CALIFORNIA

Long Beach, Cal.—Spencer-Kellogg recently completed a new 300,000 bu. elevator and work-house here. Burton F. Dinsmore was the contractor.

Roscoe, Cal.—Union Supply Grain & Milling Co. will build a warehouse 50 x 150 ft., 34 ft. high, at the cost of \$5,000. This will be an addition to the present structure which is 50 x 150 ft. in size. H. G. Williams has the contract.

Hollister, Cal.—The Lathrop Hay & Grain Co.'s hay warehouse was destroyed by fire of unknown origin April 23, at a loss estimated at \$7,500. Another company warehouse burned in Tres Pinos, March 14, causing a loss of \$18,000.

CANADA

Dugald, Man.—A 35,000-bu. elevator is being erected here by the Ogilvie Flour Mills Co. of Winnipeg.

Arthur, Ont.—The frame grist mill owned by Wilfred Worden was destroyed by fire March 12. Loss, \$15,000, with partial insurance.

Fort William, Ont.—Richard Smith, 52, died April 10 at his home here following a lengthy illness. He was employed as a weighmaster at the National elevator for many years, until January, 1938, and was widely known among the grain trade.

Goderich, Ont.—Reports of a big wheat crop in Western Canada this year brightened the annual meeting of the Goderich Elvtr. & Transit Co., Ltd., held May 11. G. L. Parsons was re-elected pres. and general manager; auditor's report showed a net profit for the year of \$5,725. The usual two dividends of 50c a share was paid during the year.

Toronto, Ont.—Country mills in Ontario are being warned by their ass'n that cracked wheat, wheatlets and germ meal are subject to the Dominion government's sales tax of 8 per cent on invoice prices. Apparently some millers are of the opinion that this tax does not apply to these products. The government is already engaged in checking up on collections.

COLORADO

Bethune, Colo.—The Robinson Elvtr. Co. sustained windstorm damages May 3.

Sterling, Colo.—H. M. Welsh of the Welsh Elvtr. Co., has leased the large mill-elevator of the Fort Morgan Bean Co. on East Chestnut st. and will erect a new grain elevator on the Burlington industrial track. The elevator formerly operated by the Fort Morgan Bean Co. will be under the management of J. D. Tanner, who previously was connected with the Fort Morgan company for some years prior to his going with the Welsh company last November. Beans will be handled for the Fort Morgan company. The Welsh company, in addition to handling grain at the elevator, will sell feeds, operating the barley rolling mill and other equipment. The new elevator will be of 20,000-bu. capacity, with corrugated iron covering. It will have a 20-ton scale with 34 ft. platform, for weighing large trucks. L. L. Davis has the contract. Practically all equipment will be new. For twenty years Mr. Welsh has been in the grain business in Nebraska and Sterling, operating here since 1925, and prior to that having several elevators which he operated from Kimball, Neb.

ILLINOIS

Henderson, Ill.—The Davis Grain Co. elevator was damaged by fire recently.

Pittwood, Ill.—Davis Grain Co. has purchased a new Soweigh Heavy Duty Motor Truck Scale.

Avon, Ill.—A 20-ton Howe Grain Dump Scale has been installed at the Farmer's Elevator.

Congerville, Ill.—A new motor truck scale was recently purchased by the Emil Stahl Elvtr. Co.

Edinburg, Ill.—The Rink & Scheib Grain Co. has filed dissolution papers with the Secretary of State.

Farmer City, Ill.—Scholar & Gring Elvtr. Co. has installed a 34 ft. Howe Motor Truck scale at its elevator.

Roseville, Ill.—The Farmers Grain Co. is erecting a new elevator on the land just south of the present elevator.

Chatsworth, Ill.—A 20 ton 34 x 9 ft. Soweigh Heavy Duty Motor Truck Scale has been purchased by Kohler Bros. Grain Co.

Rushville, Ill.—The feed mill operated by David Hodges, which was destroyed by the tornado on March 30, has been entirely rebuilt and is now in operation.

Hennepin, Ill.—J. W. Abbott, Jr., will have charge of the local plant of Norris Grain Co., succeeding his father who has been transferred to management of the Henry elevator.

Hammond, Ill.—A 20-ton Howe Motor Truck Scale with a Type Registering Beam and a platform 34 ft. long has been installed at the Hammond Co-op. Grain Co.'s elevator.

Peoria, Ill.—Leo J. Crawley, local manager of the Farmers National, has resigned and is affiliated now with Lowell Hoit Co. of whose office H. A. Mulholland is manager.

Ashland, Ill.—The Ashland Farmers Elvtr. Co. recently installed a new Western Cleaner and is building a new large cob burner. F. Clark Wallbaum is the manager.—Ashland Farmers Elvtr. Co.

Holcomb, Ill.—Smith-Rapp Grain Co. who recently purchased the elevator formerly owned by Holcomb-Dutton Lumber Co. has installed a new 15-ton Soweigh Heavy Duty Motor Truck Scale.

Peoria, Ill.—The elevator formerly known as the McDonald Grain Co., is being torn down, the building being the property of the Central National Bank & Trust Co., who bot it from the McDonald estate.

Sidell, Ill.—The Sidell Grain Co.'s new 35,000 bu. motor driven iron clad house is being rushed to completion by George Saathoff, contractor. A cleaner and sheller is among the new equipment being installed.

Fithian, Ill.—J. A. Chisler has taken over the feed business heretofore handled by the Fithian Grain Co. and will operate it in the future doing custom grinding and feed mixing as well as carrying a large stock of feeds.

Bushnell, Ill.—Lawrence Neff, proprietor of the Neff Flour & Feed Store, lost two fingers at the first joint April 30, when he reached into a belt to give it a spin while the machine was turned on. His hand was drawn into the machine by the V type belt.

Stronghurst, Ill.—We expect to put a new boot in our elevator; we have installed a new Kewanee Dump for long wheel base trucks' use this winter. Barge rates are making it tough for elevators in this community, barges paying 3c more for grain than rail rates will stand.—Stronghurst Grain & Merchandise Co.

Creston, Ill.—The new 16,000-bu. house being built to replace a fire loss by George Saathoff for the Creston Grain Co. owned by E. H. Farley of Leland, is practically completed. The house is an iron clad motor driven plant with Clow-Winter Head Drive, and is equipped with a Soweigh 30-ton scale with 34 x 10 ft. platform and with new office attached.

East St. Louis, Ill.—The East St. Louis plant of the Allied Mills, Inc. suffered damage estimated at \$8,000 early in May when high winds caused a fire wall to topple on to the roof. The operation of the plant was interrupted for a 24 hour period.

Toulon, Ill.—The cement and lime house owned by the Wrigley Grain & Lumber Co., was damaged by fire started from chaff and a burning cob pile nearby May 11. Prompt action by firemen prevented the blaze from reaching the Davis grain elevator just west of the burning house. Damage was estimated at \$250.

Henry, Ill.—J. W. Abbott, who has been manager of the river elevator at Hennepin for several years, has been transferred here to have charge of the Henry elevator of the Norris Grain Co., following the promotion of his son, Edison, who has been the local manager since 1924, to the company's general offices at Pekin.

Pekin, Ill.—Edison Abbott, manager of the Henry elevator of the Norris Grain Co. since 1924, has been promoted to Pekin general offices of the company where he will be manager of the river plants at Henry, Hennepin and Chilli-cothe, and also of elevators at Manito, Kilbourne, Oakford. Mr. Abbott will continue to reside in Henry, for the present.

Murdock, Ill.—The east elevator owned and operated by the Murdock Grain Co., burst May 4, letting fully two car loads of corn pour out onto the side track of the B. & O. railroad. Fortunately, with the hot, dry weather that prevailed, the grain was put back under shelter with little damage resulting except from the natural loss resulting from handling.

McNabb, Ill.—The new 20,000-bu. cribbed iron clad elevator structure being built by George Saathoff for the McNabb Grain Co., is well under construction. Calumet Cups, Richardson automatic scale, motor driven, a Clow Winter Head Drive, a new Hall Signaling Grain Distributor, a 20-ton Howe Scale and a Kewanee Air Dump are among the new equipment being installed.

Samoth (Grantsburg), Ill.—The feed store and grist mill of Randall Travis was destroyed by fire May 14. Mr. Travis was trying to start a gasoline engine in the mill by pouring gasoline in the container while cranking it, when the engine backfired, causing the gasoline in the container to ignite. The flames spread to a 2 gal. can of gasoline, and the fire was then out of control. Damage is estimated at \$800.

Hagener (Arenzville p. o.), Ill.—The Arenzville-Hagener Farmers Grain Co. elevator was damaged by fire May 10. The blaze was confined chiefly to the top of the elevator, damage being estimated at about \$500, timely discovery and prompt volunteer assistance preventing greater loss. The recleaner in the upper part of the elevator, which is of concrete exterior, was ruined. The fire started from the cob burner, which had been in operation during the day.

Peoria, Ill.—Cargill, Inc. is considering entering the Peoria Board of Trade according to reports from that city following a recent conference by Fred W. Drum, vice-pres. and general sales manager of that company, Minneapolis, and M. P. Grover, St. Louis manager with Pres. H. A. Mulholland, Sec'y J. Leo White, and other officials of the Exchange. The men looked over Peoria's grain terminals carefully and transportation facilities while in the city.

Oquawka, Ill.—The Wayne Brothers, Inc., grain firm which operates an elevator in Oquawka, but whose headquarters were at Little York, has been dissolved. The business will be continued by the three brothers on a partnership basis. The articles of incorporation issued about a year ago are being dissolved. The business will continue as in the past with W. H. Wayne operating at Keithsburg; Carl Wayne continuing to operate at Oquawka, while James B. Wayne will continue at Little York.

CHICAGO NOTES

The National Grain Yeast Corporation of Belleville, N. J., and New York City has leased a new one story office, warehouse, and garage building.

G. W. Hales, pres. of Hales & Hunter Co., has been elected pres. of the Board of Trade Clearing Corp. succeeding Richard F. Uhlmann of Uhlmann Grain Co. Mr. Uhlmann continues as a governor of the corporation.

Sales of membership in the Board of Trade were made at \$3,000, or a decline of \$500 from the previous week. Posted offers of certificates were at \$3,350; highest bid at \$2,800.

Recently elected to membership in the Board of Trade were Harold F. Cope, an employee of A. J. Cope, Champaign, Ill.; W. Lippincott Colket, member of the brokerage firm, Pennington, Colket & Wisner, Philadelphia.

Mrs. Frances Dole Carpenter, only granddaughter of James H. Dole, founder of Chicago's first grain firm, died May 11, after a brief illness at her home in Evanston. Her grandfather, who died in 1902, founded the Dole company in 1837.

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Tire Hooks instead of Cradle if specified.

Designed by Kewanee Engineers after many years' experience in designing truck handling equipment, nothing is left to chance. A Kewanee Overhead Lift will raise a truck 5 feet in 30 seconds . . . surely and smoothly. The entire lift is practically fool-proof and indestructible.

Special features include ball bearing motor; Spiral Winding Drums; large diameter Sheaves; ½" Cable. The automatic brake keeps the cable from unwinding too far when the cradle is lowered.

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to meet Every Condition**

Ask for Details.

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& CONVEYOR COMPANY**

Kewanee, Illinois

A preliminary hearing on the complaint of Cargill, Inc. against the Chicago Board of Trade will be held in Washington, D. C., May 26. The commission will decide at that time upon a site and date for further hearings into the grain company's charges that the Chicago Exchange manipulated corn prices down in Sept. 1937.

The Board of Trade membership of E. A. Crawford has been posted for transfer. Mr. Crawford has been under suspension for several years. Other memberships posted for transfer include Jake Marks, a member since 1926; Edward G. Pohl, who became a member in 1930, and James W. Ringwald, who has been associated with the Cargill Grain Co. of Ill., and became a member in 1937. The latter three transfers have been made to Morris Mather, William W. Fitzgerald and Ben C. McCabe.

Clement, Curtis & Co., 40 year old La Salle st. brokerage firm, announce the retirement, effective May 31, of four general partners, Allan M. Clement and Arthur C. Groves, partners since the house was organized; Harvey T. Hill, former executive vice-pres. of the Chicago Stock exchange, and Joseph R. Kessler. Messrs. Clement and Groves are retiring from active business to enjoy a "desired degree of leisure." Remaining general partners after May 31 will be A. A. Clement, brother of Allan; John G. Curtis; Irving F. Marcus; Arthur F. Lindley and Robert Boylan. Mr. Hill will devote his time to business counsel work and Mr. Kessler will become cashier.

INDIANA

Topeka, Ind.—Joe Esch has purchased the feed mill operated by Chris Hostetler.

Royal Center, Ind.—A heavy duty truck scale is being installed in the W. W. Pearson elevator.

Union Mills, Ind.—The E. N. Cook Grain Co. elevator is being repainted with aluminum paint.—Leif.

Straughn, Ind.—The Straughn Grain Co. is installing a motor driven Blue Streak Corn Cutter and Grader.—Leif.

Garrett, Ind.—The Stump Grain & Coal Co. is remodeling its office and adding warehouse space for display of merchandise.—Leif.

Terre Coupee (New Carlisle, p. o.), Ind.—The New Carlisle Grain Co. will install a new truck scale and electric hoist in its elevator.—Leif.

Roseburg (Marion, R. F. D. 4), Ind.—The Roseburg Grain Co. is installing a Blue Streak Hammer Mill complete with magnetic separator.—Leif.

North Hayden (Lowell, R. F. D. 3), Ind.—The Gleaners & Farmers Co-op. Elvtr. Co. has installed a new Western No. 33 cleaner in its elevator.—Leif.

Bringinghurst, Ind.—A large combined corn sheller and cleaner is being installed in Carl Garrison's elevator which he recently purchased from W. W. Pearson.

Union City, Ind.—The Pierce Elvtr. Co. entertained 24 officials, guests and employees of the company at the annual Purina chicken dinner sponsored by the company May 5.

Bluffton, Ind.—Employees of the five elevators of the Hoosier Grain & Supply Co. were guests at a company banquet held May 4 in honor of the company's new manager, Orville Badertscher.

Belshaw (Lowell, R. F. D.), Ind.—The Belshaw Farmers & Gleaners Elvtr. Co. is adding a new iron cladding job to its elevator making a very attractive, as well as rain resistive plant. Leif.

Rockfield, Ind.—Burglars entered the Co-operative Elvtr. Co. office the night of May 5, stealing an adding machine but overlooking a number of valuable papers and some cash. Ralph Grace is manager of the elevator.

Hazleton, Ind.—Iglehart Bros. will remodel their local elevator. The long enclosed drive has been taken down and the scales are being moved near the main building where the grain will be weighed and dumped on the level and then elevated. The office building will be moved from its present location.

New Harmony, Ind.—The grower of the best five acres of alfalfa in Posey county this year will be made alfalfa king of the county. He will be crowned at a banquet in New Harmony on July 20. The Posey County Bankers' Ass'n is sponsoring and financing the contest. A suitable trophy will be awarded to the king, which he may keep only as long as he is able to hold the title of alfalfa king.—W. B. C.

Willow Branch, Ind.—James M. Hanna was killed, recently, when the automobile he was driving was struck by a passenger train. Mr. Hanna had been engaged in the grain business at this place for twenty-two years.—W. B. C.

Plymouth, Ind.—Some 600 farmers attended a meeting held here May 10 devoted to condemning compulsory features of the Federal crop control program. Another meeting was held May 12 near Peru while Delaware County farmers held a big meeting in Muncie, May 16. Reports are that these indignation meetings are not partisan, both major parties being represented.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

Kentland, Ind.—Frank B. Starz, 77, died at his home May 5 following several days' illness with heart trouble. He was born at Pekin, Ill., but spent his youth in Delavan, Ill., where, for a number of years, he was associated with his father in the milling business. In 1912 he became associated with his brother, W. Fred Starz, in the grain business, with a brief residence at Chase, in 1914, with his family, moving to Kentland. He operated the Kentland grain business here from that date until about a year ago, when, because of his failing health, he was forced to retire.

Bedford, Ind.—R. M. Robertson of Brownstown, owner of the Ewing Mill Co., has purchased the plant of the former Lemon Milling Co. The mill, which has been operating under a receivership since last November, has been temporarily closed by Mr. Robertson in order to recondition the machinery during the month of May. Present plans call for reopening the plant in June. The Bedford mill has an elevator capacity of 20,000 bus. of wheat. Its feed mixing equipment is especially modern, of the "sweet feed" type. The feeds will be mixed and sold under the trade name of "Emco Feeds." Associated with Mr. Robertson in his business are his three sons, Richard S., Charles and Joseph Robertson.

Winchester, Ind.—At the semi-annual meeting of the Goodrich Bros. Co. elevator managers and officers held here May 12 safety was the general theme under discussion. There was a morning and afternoon session with luncheon served at noon. P. E. Goodrich, pres. of the company, presided. Fitting remembrance was paid the memory of John B. Goodrich, founder of the organization, by a minute's standing tribute by all those present. Prevention of accidents with trucks as well as those in the elevators was stressed by Mr. Goodrich in opening the meeting, and several prominent business men spoke later on the same subject, among them Fay Crisler, of Muncie; Frank Keener, Muncie; F. D. Kopplemyer, Chicago and Thomas J. Davis, Cincinnati. Others present included Harry Wagner, Farmland; Charles Cummings, Jolietville; Bernard Cody, Westfield; George and Kenneth Neidlinger, Gadsden; Webster Neidlinger, Onward; S. M. Blough, Durbin; Charles Burnside, Converse; Thomas Durbin, Rosston; Harry Slusser, Roseburg; Clold Weller, Boone Grove; Forrest Zimmerman, Collett; John Bright, Ridgeville; Mark Douglas, Gaston; J. H. Trimble, Snow Hill and the following from Winchester: Pearl Bright, William Haug, Marvin Peacock, Claude C. Barnes, W. W. Goodrich, Bud Goodrich, Dr. Milo Smith, Glen Jones and Robert M. Kist.

INDIANAPOLIS LETTER

The Romney Grain Co. of Romney has been enrolled as a new member of the Indiana Grain Dealers Ass'n.—Fred K. Sale, sec'y.

The U. S. Supreme Court May 16th reversed the decision of Indiana Court and denied the right of Indiana to tax interstate transactions. Supplemental returns given dealers sent to Gross Income Tax Division, will not have to be paid. It's a great victory for grain dealers and millers.—Fred K. Sale, sec'y.

A check forger is again at work among our members. In some respects he reminds us of a certain party with whom it was our pleasure to catch up four years ago, and who was imprisoned for his crime. We are endeavoring to check on the whereabouts of this individual now. The present forger uses the old method of calling on the elevator owner, purchasing some feed or other merchandise, and paying for same with a check, pocketing cash required to balance the amount of the check. Some times he takes his purchase away with him, but often he leaves it at the elevator to be picked up "later," claiming his car is parked elsewhere, of course he never returns. Should any organization member meet-up with one of these swindlers, we urge that every effort be made to apprehend him; follow him, if necessary, to secure his automobile license number

and all other descriptive details important to his identification, and notify the local police and your organization at once. Two bad checks are now in the sec'y's hands, one a counter check for \$18.00, bearing in its left hand corner the notation in payment for "hauling poultry," "trucking hogs." One was issued by F. R. Morris, payable to J. C. Johnson, the other issued by J. W. Wilson to Charlie Baker. Both were returned from the bank marked "no account." Co-operation of every member in tracking down and apprehending these forgers is urged. While you may not be victimized, your fellow member may be unless every effort is made to get these swindlers.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

Convention business sessions at our meeting at Lake Wawasee will be held during the mornings only of June 20 and 21, thus allowing the afternoons to recreational features. Pres. Barnes and your sec'y are already at work arranging a program covering several vitally important subjects in which you all will be very much interested. Along with our work at this meeting will be plenty of time for pleasure. It is a fine opportunity to get better acquainted and talk things over with your competitor, as you have more time for such than is usually afforded at the annual meetings. Begin to talk up the convention with your grain and feed dealer friends. Mark your calendars with the dates of Monday and Tuesday, June 20 and 21, for your being present at our mid-summer meeting. We will take over the entire facilities of the Sargent hotel, and thus have our own group together again as we so much enjoyed the arrangement last year. Don't delay in making your reservations early, as the rooms are limited in number and those who come first will be assured of a place at the hotel. Anyone who might be interested in spending the week-end as a party of two or three families together in a cottage nearby the hotel, might write me at once for further particulars along this line. Anyone interested in the grain, feed and milling business, or having dealings with these interests, are most cordially invited to attend the meeting. We invite your suggestions with respect to providing some sport events or other means of entertainment, as well as subjects to be discussed on the program. Feel free to express your ideas and do so at once. **Of course, you won't dare leave your wife at home**—not when we are having this meeting at Indiana's largest and finest lake.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

IOWA

Pulaski, Ia.—Ed. J. Conrad sold his feed mill in Pulaski to Ralph Crear of Milton, who took immediate possession.

Bagley, Ia.—The Federal North Iowa Grain Co. recently contracted with T. E. Ibberson Co. for the painting of both of its elevators.

Maxwell, Ia.—The Wilder Grain Co. has purchased Bullard's elevator at Maxwell, the company now having two elevators at that place.

Cleghorn, Ia.—The Farmers Elvtr. Co. offices were robbed the night of April 30 by thieves who gained entrance thru a rear door. About \$12 in cash was taken.

Onawa, Ia.—A. D. Post, manager of the Farmers Elvtr. Co. here, celebrated his 49th year in the grain business on May 12. He started in at Lehigh, Iowa.—Art Torkelson of Lamson Bros. & Co.

Clinton, Ia.—The tri-state convention of Iowa, Illinois and Missouri Council of Grain Processors will be held here on July 10. Problems confronting grain processors and allied industries are to be taken up at the convention.

Stonega (Webster City, p. o.), Ia.—Willard Primrose, formerly second man at the Farmers Cooperative Elvtr. & Livestock Co. of Boone, was recently appointed manager of the Stonega Elvtr. Co. and succeeds Oscar Sevold who plans going back to the carpenter business.—Art Torkelson.

Grundy Center, Ia.—Jerry Peters has let the contract for the installation of new and modern equipment in his elevator. The elevator will be closed for a short time while the equipment is being installed. With the help of the new machinery the elevator will be able to handle up to 3,500 bus. per hour. The Younglove Co., has been given the contract to install the new improvements, which will cost about \$1,500.

Royal, Ia.—A new 30,000 bu. elevator will be built here for Hale & Son. The T. E. Ibberson Co. has the contract. There will be 16 bins in this elevator and one leg fitted with Calumet buckets; enclosed type motors will be used throughout the plant; a Carter Cleaner and a Superior Needle Machine will be installed for cleaning purposes, and a Richardson automatic scale will be installed for weighing grain into cars. The whole structure will be covered with galvanized iron, and all bins will be hopped. There will be a basement under the building. The work will be started at once.

Boone, Ia.—Ross L. Baird, who recently purchased the Boone Grain Co. from E. M. Samuelson, taking possession Apr. 28, and now operates the elevator under the name of Baird Grain Co., plans several improvements to the 10,000-bu. house, including a 16 x 40 ft. single story warehouse and feed grinding and mixing plant of frame, iron-clad construction. In this plant he will install a Jay Bee Hammer Mill and a one-ton feed mixer, and possibly a corn-cutter. Construction will be completed before July. He is adding feed and flour, and the manufacture of chicken feed to the elevator business.

KANSAS

Waterville, Kan.—E. W. Dexter is now manager of the Blue Valley Grain Co.

Rydal, Kan.—We are installing a Richardson 10-bu. Automatic Scale.—C. H. West, the Rydal Elvtr. Co.

Millerton (Conway Springs p. o.), Kan.—C. C. Smith will remodel his local elevator. E. H. Hall is manager.

Cimarron, Kan.—E. S. Graham of Stafford, Kan., is the new manager of the Cimarron Co-operative Elvtr. Co.'s plant.

Mount Hope, Kan.—O. W. Croxton has succeeded Rex Bridgman as manager of the Red Star Milling Co.'s local elevator.

Inman, Kan.—At a recent meeting of stockholders of the Inman Co-operative Elvtr. Ass'n, a new co-operative company was organized. The old co-op elevator is in receivership.

Ottawa, Kan.—Ross Milling Co. will spend about \$20,000 on new machinery according to Carl B. Ross. This is only a part of the amount to be spent on improvements now under way at the mill.

Hutchinson, Kan.—Frank Summers, manager of the Security Elvtr. Co., who has been in a Halsted hospital for several weeks, has returned to his home but has not yet resumed his office duties.

Hoisington, Kan.—Barrett Grain Co., a new firm which acquired the north elevator recently, is having an Ehrsam overhead truck lift, new floor grates and a new loading spout installed by Chalmers & Borton.

Windom, Kan.—A 2,200-bu. leg with Ehrsam Head Drive, 10 h.p. Fairbanks-Morse Motor, and Calumet Cups is being installed in the local 15,000-bu. elevator of the Wall-Rogalsky Milling Co., by Chalmers & Borton.

Phillipsburg, Kan.—The Farmers Union Jobbing Ass'n has leased the north Phillipsburg elevator from the FCA and retained Victor Ochs as manager. Formerly the house was leased by the Farmers National Grain Corp.

McPherson, Kan.—H. C. Rice, prominent grain man, who operates an elevator at Galva, and associates, have purchased a 10-acre site at McPherson from the Goerz Flour Mills, Newton, and plan to erect a terminal elevator. Mr. Rice formerly operated the Robinson elevators here.

Sylvia, Kan.—Maurice Green has been appointed manager of the Midwest Grain Co. elevator, succeeding R. C. Daniels who recently resigned.

Ellsworth, Kan.—Smoot Grain Co., operators of the elevator of the old Weber Mill, is having Chalmers & Borton build a new concrete driveway, with 5 h. p. Ehrsam Overhead Lift, and 10-ton Fairbanks Truck Scale.

Bellefont, Kan.—Gail Hubbell has been employed as the new manager of the Offerle Co-operative Grain & Stock Co.'s local elevator, following the transfer of the former manager, Emil Gall, to the company's Offerle elevator.

Mayetta, Kan.—The Bender Elvtr. Co. elevator has been leased to the Denison Farmers Co-operative Co. The Denison company has put Alvin Cline in charge of the plant. A general elevator and feed business will be conducted.

Tampa, Kan.—Emil Rauchman, recently traveling representative for B. C. Christopher & Co., Hutchinson, is now managing the Co-op. Ass'n elevator here. For 15 years he was manager of the Farmers Co-op. elevator at Halstead, Kan.

McPherson, Kan.—A new 2,200-bu. per hour elevating leg, with Ehrsam Head Drive, Calumet Cups, and a 10 h.p. Fairbanks-Morse Motor is being installed in the elevator of the Wall-Rogalsky Milling Co. by Chalmers & Borton.

Baileyville, Kan.—The Vincent Broxterman Grain Co. elevator has been purchased by the Forst Grain Co. of Frankfort, Kan., who will take possession about June 1. The plant will be operated in conjunction with the one at Frankfort.

Natoma, Kan.—The Shellabarger Mill & Elvtr. Co. is having repair work done on both of its elevators here. Electric drives are replacing belts, the interior of the office is being repainted and other improvements made. H. G. Schloh is manager of the plants.

Scottsville, Kan.—The Mitchell County Farmers Union has installed an 8 bu. Richardson Automatic Scale and a new Curtis Air Compressor driven with "V" belts by a 2 h.p. Fairbanks Enclosed Motor in its elevator. Ben Munson & Sons had the contract.

Asherville, Kan.—The Asherville Grain Co., owned and operated by George Betz, is building a new office and installing a 15-ton Fairbanks Truck Scale with 22x9 ft. concrete deck. The office is of wood construction, 18x22 ft. Chalmers & Borton are doing the work.

Winfield, Kan.—The Sam P. Wallingford Grain Corp. elevator is undergoing improvements. All the head house machinery is being raised and the roof rebuilt to accommodate it. The improvement work is being done that more wheat may be handled and handled faster.

Conway, Kan.—The local 15,000-bus. elevator of the Wall-Rogalsky Milling Co. is being speeded up in handling capacity by installation of a 2,200-bu. leg with Ehrsam Head Drive, 10 h.p. Fairbanks-Morse Motor, and Calumet Cups. Chalmers & Borton are doing the work.

Strauss (McCune, p. o.), Kan.—R. D. Baker and son, David Baker, of the Baker Grain Co., who now operate the Stewart elevator, have contracted with Mrs. Olive Metcalf for the purchase of the Strauss elevator and will close its business at Parsons and operate the local plant.

Salina, Kan.—Robert B. Smith, of the office staff of the Shellabarger Mill & Elvtr. Co., and Miss Alice Mae Williams, who has been connected with the Western Star Mill Co., were married May 7. The groom is a son of Jess B. Smith, pres. of the Associated Millers of Kansas Wheat.

Hunter, Kan.—The E. C. Wyatt Grain Co. has installed in its elevator roller bearings on its head shaft and counter shaft, also new gears. Its leg has been improved on by the installation of a 10 in. 5 ply belt with 9x5 in. Calumet Buckets spaced 8 in. apart. Ben Munson & Sons did the work.

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answers your surplus storage problems. 5 sizes, 500 to 2250 Bu. Easy to move or erect. Extra profit also selling bins to your farmer customers who require farm storage. Also steel Corn Cribs. Write for particulars.



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fill cars to capacity without inside scooping in 1½ to 2 hours. Saves expense of scooping labor, and loads more cars per day. Easily moved from place to place. The only thing for loading cars on R.R. spurs. Write for particulars.

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**FEEDING ROLLED OATS
STEEL CUT—WHOLE GROATS
FEEDING OAT MEAL & HULLS
SCHREIBER MILLS, St. Joseph, Mo.**

South Haven, Kan.—Mr. Copper, who took over the local 22,000-bu. cribbed elevator of the Moore Grain Co. last year, is having it remodeled by Chalmers & Borton with construction of a new foundation, and installation of a 2,200-bu. elevating leg. The elevator has been idle for the last 10 years.

Wakarusa, Kan.—The Wakarusa Feed Co. is installing a new air blast car loader, increasing the capacity of its leg, overhauling truck scale and making other necessary repairs to put their house in first class shape to handle the 1938 wheat crop. The Ernest Engineering Co. has the contract.

Wichita, Kan.—A. W. Gill, manager of the Wichita division of Goffe & Carkener, Inc., was elected pres. of the Wichita Board of Trade at the annual meeting May 11. Mr. Gill began his career in the grain trade in Kansas City in 1920. He moved to Wichita in 1928. Last year he was vice-pres. of the Board of Trade.

Harveyville, Kan.—The Harveyville Grange Co-op. Business Ass'n is installing a new distributor, new steel spouting, 8 bus. automatic scale, new loading spout, new driveway floor, and generally overhauling of their elevator so as to put the plant in first class condition to handle new wheat crop. The Ernest Engineering Co. has the contract.

Viola, Kan.—At our annual stock holders' meeting held May 10, W. N. Grimsley was re-elected pres. and A. N. Miller was re-elected sec'y. After serving as manager since 1926, R. F. Burt was retained as manager. Our year was not such a good one, but an 8% dividend was declared, and has been paid.—R. F. Burt, manager Viola Grain Co.

Strawn, Kan.—Bruce Carlson of Americus, is building a new studded elevator, iron clad, with concrete foundation and bin bottom with the latest complete fast handling equipment, including leg, distributor, steel spouting, automatic scale and truck dump and electric motors, and will have this plant ready to handle the new wheat crop. Ernest Engineering Co. has the contract.

Valley Center, Kan.—The 50,000-bu. addition, consisting of eight 12-ft. tanks, 70 ft. high, with Ehram Screw Conveyors at the top and bottom connecting with previous 35,000-bu. concrete elevator of the Valley Center Farmers Elvtr. & Mercantile Co., is under construction by Chalmers & Borton. The conveyors will be operated by two Fairbanks-Morse 5-h.p. Motors. Carl Jones is the company's manager.

Florence, Kan.—Trusler-Behmer & Poe of Emporia, who bot the local elevator several months ago from the Kansas Flour Mills, have taken charge and the elevator will be known in the future as The Florence Elvtr. Co. In addition to handling a complete line of cattle and poultry feeds which the company manufactures at Peabody, it will buy and sell all kinds of grain. Max Behmer will be the local manager.

Plains, Kan.—The George E. Gano Grain Co. of Hutchinson has purchased the grain business of Baty Grain Co. from D. K. Baty. James Brown, who has been employed as manager of the Whiteside Co-operative Equity Exchange elevator at Whiteside, will be manager of the local elevator for the Gano company. The company also bot the elevator at Missler, completing its line in Meade county, giving it an elevator at every shipping point in the county.

Formoso, Kan.—The Farmers Elvtr. & Grain Co. has installed a 10 h.p. Ehram Head Drive with anti-friction bearings driven by a 15 h.p. totally enclosed and fan cooled Fairbanks motor in its elevator. A new leg belt 6 ply 13 in. wide using 12x7 in. Superior "CC" Buckets spaced 9 in. apart has increased its capacity to 3000 bus. per hr. Also installed was an Ehram Distributor and new steel spouting, a 10 bu. Richardson Automatic Scale and an 8 in. heavy well casing from scale to car spout. Ben Munson & Sons had the contract.

Dodge City, Kan.—Group meetings will be held by Kansas Grain, Feed and Seed Dealers Ass'n at the following locations: Pratt, Hotel Roberts, May 25; Winfield, Bretton hotel, May 26; McPherson, McCourt hotel, May 27; Iola, Kelley hotel, May 31; Emporia, Mitway hotel, June 1; Clay Center, Jose hotel, June 2; Horton, Hotel Grand, June 3; Downs, Lipton hotel, June 6; Norton, Kent hotel, June 7; Colby, O'Pelt hotel, June 8; Garden City, Hotel Warren, June 9. Discussions of special interest to members will be held. Elevator managers are urged to attend.—J. F. Moyer, sec'y.

Elmdale, Kan.—Virgil Rice, of the Rice Grain Co., is constructing an elevator here which he expects to have completed in time for the coming wheat harvest. The structure will have a capacity of 6,500 bus. and will be 52 ft. high, cribbed, iron-clad type. The elevator will have a motor-driven truck lift and Mr. Rice expects to install a Type S Fairbanks motor scale. Mr. Rice has been buying grain from the Elmdale vicinity for the past 15 years. F. S. Sullivan, who has been his buyer, will be in charge of the elevator.

Windstorms did considerable damage to elevator property in various sections of Kansas during the latter part of April and May. Among companies reporting plants damaged were Western Star Milling Co., E. N. Trulson, manager, of Assaria; the Moore-Lowry Flour Milling Co., Coffeyville; Teichgraeber Milling Co., Emporia; Hampton Bros. Milling Co., Fredonia; Western Terminal Elvtr. Co., Garden City; Commander-Larabee Milling Co., Otis; Robinson Elvtr. Co., Sequin; Arnold Milling Co., Sterling; Robinson Elvtr. Co., Veda (Collyer p. o.); Commander-Larabee Milling Co., Wellington; Kansas Milling Co., Wichita.

Plymouth, Kan.—The Plymouth Elvtr. Co., which was organized recently by men from Cottonwood Falls, Plymouth and Saffordville, opened for business May 1 with Neil D. McCallum as manager. Besides Mr. McCallum the owners include William I. Masche, Don North, O. G. Walker, C. C. Caldwell and Charles Kapp, all of Plymouth and Saffordville. Work on remodeling the former J. D. Collins Elevator, recently purchased by the new company, has already started. A new 15-ton scale has been installed and other improvements undertaken will be completed in time to handle the 1938 wheat crop. Mr. McCallum recently tendered his resignation as manager of the Kansas Flour Mills Corp. in Cotton Wood, a post he held for the past 14 years.

KENTUCKY

Hopkinsville, Ky.—William B. Anderson, manager of Acme Mills, who recently underwent an appendectomy, has recovered and is once more at work.

Hustonsville, Ky.—Fire which started with the explosion of a gasoline torch being operated by a mechanic May 5 destroyed the four-story frame mill building owned by G. C. Dunn, Sr., causing a loss estimated at about \$5,000. The 55 year old mill building burned rapidly. Included in the loss was a hammer mill and the mill's engine. The building was not covered by insurance, Mr. Dunn stated.

MARYLAND

Cumberland, Md.—The Cumberland Milling Co., incorporated in 1883 and one of the oldest concerns in this section, discontinued business May 1, following approval of a plan by stockholders to dispose of the property.

MICHIGAN

Gallen, Mich.—Lynn Pardee recently began operating a feed mill here.

Manchester, Mich.—The Manchester Mills are at present operating a feed plant. Later, flour mill equipment will be added.

Dowagiac, Mich.—George Melvin, 74, for 45 years affiliated with the Colby Milling Co. here and twice pres. of the Millers National Ass'n, who disappeared while on a trip to Chicago the latter part of April, was found May 3 in that city. He was staying at the Wacker hotel. Recognized at a ball game by a Dowagiac woman, he failed to respond when she spoke to him. Later Mr. Melvin phoned his family. He said he had suffered a blow on the head and did not know where he had been. Relatives went at once to Chicago and accompanied him home.

Saranac, Mich.—The Huhn Flour & Feed Mill has been leased to Lewis Blasen and William Garfield, both of Saranac, and the firm will be known as the Blasen-Garfield Milling Co. The new operators have assumed charge of the business and will manage it themselves. The mill is a landmark in Saranac, having been built in 1850.

Ruth, Mich.—The body of George DeRosia, 52, manager of the Bad Axe Grain Co. elevator at Ruth, was found May 18 in his car eight miles south of Harbor Beach, Mich. Cause of death is believed to have been poison, self-administered. Mr. DeRosia had worked for the Bad Axe Grain Co. for many years, and for about 20 years had been manager of the company's elevator at Ruth.

Battle Creek, Mich.—The Kellogg Company, at its annual meeting held recently, announced the appointment of Edwin L. Harding as sec'y and general counsel of the company. Until the appointment, Mr. Harding was a partner in the law firm of Defrees, Buckingham, Jones & Hoffman of Chicago. He will make his home at Battle Creek. Mr. Harding was born 38 years ago in Waxahachie, Tex.

Lenon, Mich.—The Walsh Bean & Grain Co., owned by Mark T. Walsh, on and after June 1 will operate the bean and grain elevator in Lenon. This elevator was formerly called the Lenon Elvtr. Co. The new company will be under the direct management of George Diller, formerly of Portland, Mich., and will handle beans, grain, seeds, feeds, wool, fertilizer, cement, coal and builders' supplies.—Mort F. Walsh.

Carland, Mich.—Charles Barron, 22, of Adrian, was placed in Clinton County jail May 11 charged with grand larceny, to await hearing in justice court May 20. It is alleged that Barron recently procured a truckload of oats worth \$125 from the E. C. Smith elevator here, telling the manager he was getting the grain thru the Michigan Elvtr. Exchange for an elevator man at Fowlerville for whom he worked. When the Exchange was billed for the oats it was learned that Barron had no authority to get the load.

Owosso, Mich.—The case of Bert L. Bush against the now defunct Michigbean Growers Exchange of Owosso came to a sudden end May 9 when Judge J. H. Collins directed a verdict of no cause for action against the two only remaining defendants. The other defendants, John Snyder, Herman Arnold, Earl Stone, Anton Vogl and Grover Baird had been eliminated. The remaining defendants were Fred Hayes and Glen Mills. Bush was suing for \$1,000, charging he left beans at the Michigbean Co. on Nov. 16, 1936, to be processed and stored. The company's attorney admitted the beans had been left at the elevator and that Bush had never gotten them back, but he also claimed that the Michigbean corp. was adjudicated a bankrupt before the suit was started.

Alma, Mich.—Thomas Corner, manager for the past six years of the Michigan Bean Co. elevator, is now manager of the former Alma Roller Mills plant, purchased recently from the Central Michigan Co-operative Elvtr. Co. by the Harris Milling Co. of Mt. Pleasant. He succeeded Enos Hawes, late owner of the property, who has been managing it. Mr. Corner served the Harris Milling Co. as manager of its elevator in Cadillac before coming to Alma. Manager Corner stated the Harris Milling Co. will make considerable improvements in the old roller mills plant, including general remodeling, the provision of new grain dumps and automatic scales and the installation of a new elevator. The company will continue the business of handling grains, beans, seeds, etc., and will deal in coal. F. E. Marshall of Fenton is now manager of the Michigan Bean Co.'s plant.

MINNESOTA

Odin, Minn.—Hubbard & Palmer Co. reported windstorm damages received May 3.

Lake Park, Minn.—The Monarch elevator in Lake Park will be extensively repaired.

STRATTON GRAIN CO.

MILWAUKEE, WIS.

CHICAGO, ILL. SPRINGFIELD, O. ST. JOSEPH, MO. SCHNEIDER, IND. NEW YORK, N. Y.

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Consignments and Future Orders Solicited

Lawndale, Minn.—The Farmers Elevator Co., Ole Carlsrud, manager, will build a 12x24 ft. shed.

Florence, Minn.—The Monarch elevator is being repaired. The structure will also be painted.

Hoffman, Minn.—Ray M. Lang Seed & Grain Co. reported windstorm damages to property sustained May 5.

Henning, Minn.—A Howell North Star Power Corn Sheller has been added to the equipment of the Henning Hatchery.

Duluth, Minn.—C. A. Malmquist of the C. A. Malmquist & Co., Minneapolis, was elected a member of the Duluth Board of Trade—F. G. C.

Milroy, Minn.—Peter Thompson sold his feed mill to Lloyd Anderson of Franklin. Mr. Anderson expects to open the mill for business soon.

Tamarack, Minn.—Victor Lahti has taken over the management of the Co-operative Elevator Co. here, succeeding Arne Taukenan, who resigned.

Traverse, Minn.—George H. Lenaburg, formerly of Groton, S. D., is managing the new elevator built by the Farmers Elevator Co. to replace the one destroyed by fire last year.

Hector, Minn.—The new 40,000-bu. capacity elevator along with a new warehouse and new office have been completed for the Hector Elevator Co. The T. E. Ibberson Co. had the contract.

Wanda, Minn.—Four additional grain bins are being built here at the elevator owned by the Wanda Independent Elevator Co. and new spouting is being put in. The T. E. Ibberson Co. is doing the work.

Upsala, Minn.—C. J. Erickson, proprietor of the Upsala Transportation Co., is erecting an addition to his building on the south side, to house a new feed mill and feed mixer which are expected to be installed in the near future.

Winona, Minn.—Bay State Milling Co. is installing a new Howell Steel leg equipped with Atlas rubber covered elevator belt, Calumet high speed cups and driven by a 15-h.p. G. E. Motor operating thru a Clow-Winter direct connected geared head drive.

Round Lake, Minn.—The corn cribs of the Farmers Grain & Mercantile Co. are being extensively repaired and rebuilt. They have been moved from their former location on Rock Island trackage to a new site north of the elevator and cleaning plant.

Stewart, Minn.—The Stewart Farmers Elevator Co. recently sold its bulk oil plant and truck to Willard Penk who will conduct the business in the future. The elevator company will continue to sell gasoline at the elevator pump and will also sell oils and greases there.

Duluth, Minn.—R. J. Huseby, wheat buyer here for several years for the Pillsbury Flour Mills Co., has been transferred to Minneapolis, and J. Fletcher Chamberlain, Minneapolis, will succeed Mr. Huseby as Duluth representative of the company.—F. G. C.

Duluth, Minn.—C. C. Blair, vice-pres. and general manager of the Peavey-Duluth Terminal Elevator Co., has resigned effective immediately. Mr. Blair and wife only recently returned from spending the winter in Florida on account of his health, much improved.—F. G. C.

Barnesville, Minn.—The Farmers Elevator Co. has purchased from the Nortz Lumber Co. the north ½ of the property formerly owned by the Lampert Lumber Co. The deal includes the coal sheds and the building formerly used for storing lime and cement, but not the main building adjoining the street. The Farmers company will use the recently acquired coal sheds, but will sell the other building.

Belview, Minn.—The T. E. Ibberson Co. has the contract for the erection of a new 40,000-bu. elevator to be built here for the Pacific Grain Co. It will have 16 bins and two legs fitted with a Gerber double distributor. A new 20-ton scale and a new office building will be provided. The whole structure will be covered with galvanized iron. The present old elevator will be wrecked to make room for this new building.

Belgrade, Minn.—The Belgrade Flour Mill Co. has awarded the contract to the T. E. Ibberson Co. for an addition to its office building, a complete new driveway, the erection of a new warehouse, new legs in the elevator and the installation of a new 28-ft. Fairbanks open side scale fitted with Strong-Scott Dumps. The buildings will be covered with galvanized iron and will be built adjacent to the flour mill and grain elevator storage.

MINNEAPOLIS LETTER

Ferdinand A. Hallet, 37, of Minneapolis, died May 13. Mr. Hallet was associated with the grain firm of Hallet & Carey.

Fire recently slightly damaged the Calumet elevator at Twenty-fifth avenue southeast, near the Omaha Railroad tracks, owned by the Hallet & Carey Co.

The Apple River Mill Co. of Clear Lake, Wis., has purchased the Brooks Milling Co. feed plant of Minneapolis. All manufacturing operations will be carried on in Minneapolis, the Clear Lake property to be operated as a retail station.

At a special meeting of the Board of Directors held May 18, E. S. Hughes was elected sec'y and treas. of the Chamber of Commerce for the remainder of the official year ending Oct. 16, 1933, and E. C. Hillweg was elected assistant sec'y and treas. for the same period. Mr. Hillweg is to continue to serve as manager of the public relations department in addition to such new duties as he will assume with his newly appointed office.

MISSOURI

Neosha, Mo.—Phil Ratliff reported windstorm damages sustained at his feed mill recently.

Potosi, Mo.—Guy Nixon, feed and grain dealer in Potosi, has bot the Bust Grain Co. building.

St. Louis, Mo.—The St. Louis offices of Cargill, Inc., will be moved the latter part of May to a suite in the Merchants Exchange building.

Foristell, Mo.—Ralph Lohman, who has had employment with the Farmers Elevator in Wright City for some time, has been made manager of the company's Foristell branch.—P. J. P.

Ash Grove, Mo.—Homer C. Litkins, partner of the wholesale firm of Litkins Bros., died suddenly from a heart attack at his home April 20. He established the Litkins Bros. flour and feed business here with his brother in 1913, later opening a branch at Mt. Vernon.

Maryville, Mo.—A large scale, one of the largest in this section of the country, will be among the equipment for the new Dannen Grain & Milling Co.'s new 30,000-bu. elevator, construction of which was started the first of May. The weighing platform will be 34 ft. long. No manager for the plant has been selected, stated A. J. Monach, general superintendent of the company.

Carthage, Mo.—The McDaniel Milling Co. is remodeling to increase the capacity of its mill from 500 to 625 bbls. of flour daily. No enlargement of the mill building is necessary except that a miller's office has been built adjoining the second floor, extending over the driveway on the south side of the building. During alterations the mill will be closed down but the mill elevator will be in operation. The company has a feed manufacturing plant at Lamar.

Hamilton, Mo.—H. H. Green, who recently purchased the elevator east of the stock yards along the Burlington trackage, is having the building enlarged and repaired. It will be fitted up with modern equipment and be ready for operation in the near future. The top house will be enlarged the full width of the building north and south and will be made higher. New supports have been put under the building and new floors laid. When the elevator is completed the warehouse and coal sheds of the Green Co., now on the north side of the tracks, will be moved to a location near the elevator.

Troy, Mo.—The grand opening of the Troy Feed Co., which is located on the site of the old Hanni Mill, was held recently. McLane Bros., formerly of O'Fallon, are the proprietors. Free lunch was served and gifts were distributed.—P. J. P.

Craig, Mo.—The Graig Grain Co. is installing a new corn sheller, a specially designed ear corn conveyor, new enclosed motors and a general reconditioning of the plant in preparation to handle the balance of the 1937 corn crop and the new 1938 wheat crop. Ernest Engineering Co. has the contract.

Clarksville, Mo.—The property of the Clarksville Elevator Co., consisting of building and sheds, scales and the feed mill, conducted by John Estes and sons, included in a list of property in Pike County sold by the State Finance Department, was bid in for \$1,300 by E. A. Glenn, Jr., for the Imperial Mill Co. of Clarksville.—P. J. P.

Brunswick, Mo.—The Brunswick Feed & Elevator Co. is putting in a new 3,000-bu. elevator leg, excavating and concreting a new pit, putting in a new driveway, raising the bins over the driveway and hopping them, putting new special designed ear corn feeder for sheller, a new conveyor for the storage plant and motorizing all machines individually. They expect to have the plant ready to handle the new crop. Ernest Engineering Co. has the contract.

Jackson, Mo.—F. M. McCombs, pres. of the Cape County Milling Co., recently was seriously injured in an automobile accident near Charleston, Mo. His automobile collided head-on with one driven by John Colyer of Bertrand, Mo., who was killed. McCombs' left lung was punctured by a fractured rib and his left shoulder also was fractured. He was riding in a car driven by R. E. Bowman, bookkeeper for the milling firm, when the accident occurred.—P. J. P.

Carrollton, Mo.—Wade Carroll of Shelby, Mo., is new manager of the Ray-Carroll Grain Growers, Inc., local station. William Moyer, field man for the company, was temporarily in charge here following the recent resignation of Louis Gerling, pending the appointment of a permanent manager. Mr. Carroll has been engaged in the grain business for the last twenty years and has had a wide and varied experience in this line of work. Mrs. Carroll and child will join him here later.

St. Louis, Mo.—The Continental Grain Co. has completed the purchase of the Commonwealth Flour Mills, Inc., properties, negotiations for which have been pending for many weeks, and title to the properties will pass to the Continental company prior to June 1. While all the milling facilities, including the blending plant, are involved in the transaction, the new owners will utilize only the 600,000-bu. concrete elevator adjoining the main mill building in East St. Louis. The mill plant has been shut down and its equipment will be dismantled. The newly acquired elevator will be used as an auxiliary wheat storage unit by the company, which also operates the 4,500,000-bu. Missouri Pacific elevator at St. Louis. N. P. Nelson, who has been connected with the Farmers National Grain Corp. for the past eight years, the last four as vice-pres. and manager of the St. Louis office, will be connected with the Continental Grain Co. here, having resigned from the Farmers National office, effective May 31.

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KANSAS CITY LETTER

Ed C. Hoebel, Farmers National Grain Co., has accepted a position with Hart-Bartlett-Sturtevant Grain Co. at Kansas City. For 34 years he has been a member of the Kansas City Board of Trade.

Roy O. McKenna, who has been vice-pres. and general manager of the Southwestern area for the Farmers National Grain Corp., with headquarters in Kansas City, has resigned to become manager of the Texas Wheat Growers Ass'n at Amarillo.

Trading in grain futures on the Kansas City Board of Trade during April was the second smallest for the month in the past ten years. Total volume in all grain futures, one side, was 45,304,000 bus., compared with 77,931,000 bus. last year and 45,016,000 bus. in April, 1927.

Cash grain commission merchants of the Kansas City Board of Trade have organized the Commission Men's Ass'n for the purpose of meeting problems pertaining to that branch of the trade and the general upbuilding of Kansas City as a marketing center for cash grain. T. A. O'Sullivan is pres., S. C. Master, vice-pres., and E. E. Klecan, sec'y.

An amendment to the rules of the Kansas City Board of Trade was voted upon by members May 23, so that in the event of railroad companies accepting orders for cars only from elevator operators, the latter are obligated to place such orders upon written notice of the holder of warehouse receipts desiring delivery of grain upon same. The latter would be required to deposit cooperating charges with the exchange registrar and the elevator is allowed two days for performance of cooperating and then six calendar days thereafter within which to load the grain. It is provided, however, that charges cease whenever the grain is actually loaded.

The Hart-Bartlett-Sturtevant Grain Co., lessee of the city's river-rail elevator on the public levee, has advised the board of city commissioners by letter, signed by J. S. Hart, pres., of acceptance of a proposal initiating rental payments on a partial occupancy basis as of last Nov. 4. More machinery is admittedly needed to complete the elevator, and steps have been taken to install it immediately. What the amount of revenue payments will be has not been determined, but the regular annual rental is \$40,000. The grain company's action will place the city in a position shortly to pay the RFC interest due on revenue bonds issued by the city to finance the elevator construction, city officials said.

The Continental Grain Co. has acquired the operating lease on the Missouri Pacific grain elevator here, effective June 1. The elevator has a capacity of 5½ million bus. and has been operated by the Farmers National Grain Corp., now in process of liquidation. Its absorption marks the end of operations in Kansas City of the Farmers National. Prior to 1930 the house was operated by Hall-Baker Grain Co. In acquiring the lease on the Missouri-Kansas elevator the Continental Grain Co. relinquishes operation of the Continental Elevator of 2½ million bus. capacity, which will be taken over by Cargill, Inc., Minneapolis. This elevator is among the newest elevators in the market. Cargill has not operated an elevator here prior to this acquisition. W. Dart Smith, present manager of the local office of that firm, will remain in that capacity. The company has a nationwide elevator capacity of 65 million bus. or more, while the additional space secured by the Continental in the Missouri-Kansas increases its U. S. capacity to over 15 million bus. H. L. Hixson will be general superintendent of the elevator. The Continental holds membership in the Kansas City Board of Trade in the names of Gustave Eisemann, vice-pres., Fred W. Lake, vice-pres., and Paul Trower. Besides Mr. Smith, Julius Hendel, Minneapolis, is a local Board of Trade member representing Cargill, Inc. He is vice-pres. of the company.

MONTANA

Stanford, Mont.—E. V. Vandenberg, Spaulding, Neb., owner of the Stanford Roller Mills, is investigating the possibility of re-opening the mills which have been closed for some time.

NEBRASKA

Jansen, Neb.—The old Jansen mill, used lately as a grain elevator, has been sold by Peter J. Thiessen to his brother, Albert, who may remodel it.

David City, Neb.—The Farmers Elevator Co. is installing a Strong-Scott head drive on its elevator leg. Birchard Construction Co. has the contract.

Liberty, Neb.—The Liberty Elevator Co. is installing a new corn cutting grinder. The building program in connection with the new storage plant is moving forward rapidly.

Omaha, Neb.—Two new food products are being introduced by the Skinner Mfg. Co. They include Raisin-Wheat, a breakfast cereal, and Kornmix, a prepared corn flour.

Rokeby (Roca p. o.), Neb.—The Rokeby Grain & Coal Co. elevator has been improved with a Strong-Scott head drive and a grate over the receiving pit, installed by Birchard Construction Co.

Johnson, Neb.—The Lohnes Grain Co. has disposed of its elevator interests to the Clark Grain Co. Ray Lohnes, the manager, is moving to the west coast where he is making a connection with a large mill.

Crete, Neb.—Crete Mills is wrecking its old wooden elevator, which was superseded last year by a new and much faster modern unloading elevator. The mills are also building a warehouse for storing pancake flour.

Agnew, Neb.—The Farmers Co-operative Elevator Co. will change to electric power on July 1 and install two motors, one on the leg and one to run the grain cleaner and the air compressor, reports Joe M. Barry, manager.

Johnson, Neb.—Herman Clark, who has been in charge of the Farmers Elevator Co. plant at Vesta for a number of years, has purchased a local elevator and will assume charge June 1. He and his family will make their home here.

Blair, Neb.—The Holmquist Grain & Lumber Co.'s newly acquired local plant—the old Farmers Elevator Co. elevator—has been given a coat of aluminum paint and a large new sign put up to identify the building. The coal sheds also are being rebuilt.

Lexington, Neb.—A twister that hit the west edge of Lexington the evening of May 11 blew down a large hay barn belonging to the Denver Alfalfa Milling & Produce Co. and smashed up a tractor at the mill. A coupe near it, in the shed, was undamaged.

Ralston, Neb.—Mrs. Anna Eriksen, 52, widow of Otto Eriksen, prominent grain man, owner of the Ralston Elevator Co., who was killed in an automobile accident July 11, died May 11 of pneumonia. Mrs. Eriksen was severely injured in the accident in which her husband met death.

Kenesaw, Neb.—John Keim, who recently purchased the local grain elevator, has started improvements at the plant and hopes to have it ready for operation this month. He wishes to start buying grain as soon as possible. If the demand merits it, he stated, custom grinding would be done at the plant. He is not fully decided, however, upon plans for the mill operation.

Omaha, Neb.—The Nebraska Consolidated Flour Mills Co. is adding truckload receiving facilities at its local elevator. In the new concrete driveway is being installed a 20-ton Fairbanks open-side dump scale with 34x10 ft. platform, and a Kewanee Truck Lift. For unloading the big trailer and semi-trailer trucks it is understood that a small Webster Car Shovel will be installed. The company is also building a new loading dock, and a daylight packing plant, this part of the plant being equipped by the Puritan Mfg. Co. with 14 steel flour storage tanks 42 ft. high and 6 ft. 2 inches in diameter, a series of 20 Draver Feeders, and 3 Redler Conveyors for handling flour.

Rokeby (Roca p. o.), Neb.—F. C. Munn, manager of the Rokeby Grain & Coal Co., suffered an automobile accident May 11, when the truck he was driving across the Union Pacific tracks in Lincoln was hit by a Union Pacific train and smashed. Mr. Munn escaped with his life, but was severely bruised and had several ribs broken.

NEW ENGLAND

Dexter, Me.—Samuel L. Small, 62, veteran feed and grain man, died April 21. He had been in business here since 1882.

NEW MEXICO

Taos, N. Mex.—Work has been started and the foundation poured for the new location of the Raton Mills. The company is building a modern four-room house and a 36x38 ft. warehouse and office on Santa Fe road.

NEW YORK

Long Island, N. Y.—Harwein Feed & Fuel Co. lost its grain and storage warehouse in a recent fire.

Cherry Creek, N. Y.—Harvey Samuelson, Balcoms, has purchased the feed mill operated by Ernest H. Tickner and is now operating it.

Odessa, N. Y.—Fred C. Campbell has sold his Odessa Mill to Howard Drake of Montour Falls, and two of his brothers who have been employed in the Odessa Mill. Mr. Campbell had owned and operated the plant for 25 years.

Geneva, N. Y.—Finus Cowan, very recently made general manager of the Finger Lakes & Hudson Flour Mills, Inc., at Geneva and Troy, is in Albany Memorial Hospital as a result of severe injuries sustained in a railroad wreck near Hudson on April 17.

Buffalo, N. Y.—Work has been started on a \$30,000 grain elevator remodeling job for the Kellogg Grain & Elevator division of Spencer Kellogg & Sons, Inc., and will consist of the installation of a new elevator leg which will multiply the flexibility of the elevator by nearly 100 per cent. Two large tanks will be divided into eight compartments.—G. E. T.

Buffalo, N. Y.—Leon R. Lavigne, superintendent of the Eastern Grain Elevator Corp., has been elected pres. of the Buffalo Elevator Superintendents Ass'n. Other officers are: Cornelius H. Halstead, Frontier elevator, vice-pres.; William McKay, Kellogg elevator, sec'y; Raymond O. Finley, Superior elevator, treas., and James O. Burns, Mutual elevator, sergeant-at-arms.

NEW YORK CITY LETTER

David Waters, 69, hay and grain dealer in New York for more than 40 years, died April 28.

Russell-Miller Milling Co., Minneapolis, has moved its New York office to 90 Broad St. from the Produce Exchange building.

William Van Cott, employe of the New York Produce Exchange for more than 30 years, died May 4. For the past 20 years he had been assistant superintendent of the Exchange floor.

The New York Produce Exchange Luncheon Club held a stag party and beefsteak dinner on May 17. The festivities opened with a reception at 5 o'clock, continued with dinner at 7 and a floor show followed.

NORTH DAKOTA

Hoople, N. D.—New spouting is being installed in the elevator here and general repairs are being made by the Hoople Farmers Grain Co. by the T. E. Ibberson Co.

Willow City, N. D.—Fire of unknown origin April 30 destroyed the old St. Anthony & Dakota Co. elevator here. In addition to the building, 500 bus. of flax, about 3,000 bus. of wheat and about 20 tons of coal were destroyed. The St. Anthony & Dakota Co. owns another elevator property here, the elevator formerly owned by the Great Western Grain Co., and it is expected that this second elevator will be used by the company this season. Arthur Burley, formerly employed as manager of the Farmers Grain Co. elevator at Rolla, was employed by the Anthony & Dakota Co. as manager of the local plant prior to the fire. This is the second fire loss the company has suffered within a week. The double elevator of the St. Anthony Co. at Niagara having been destroyed April 27.

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ELEVATOR REPAIRS
SATISFACTION GUARANTEED

Souris, N. D.—The Souris Co-op. Elvtr. Co. is equipping its driveway with a set of Howell sectional steel dump grates.

Minto, N. D.—A new Strong-Scott air lift is being installed for the Grain Growers Co-op. Elvtr. Co. and other repairs are being made. T. E. Ibberson Co. is doing the work.

Rolla, N. D.—Arthur Burley, who has been employed in the Farmers Grain Co. elevator in Rolla for the past three years, will move to Willow City where he will take over the management of the St. Anthony & Dakota Elvtr. Co.'s plant.

OHIO

Piqua, O.—Fire did \$3,000 damage to the Piqua Milling Co. May 3.

Spencerville, O.—Philip Mauer has purchased the Kolter Mill & Grain Co.

Ada, O.—McGuffey Elvtr. is completing the construction of a new 20x50 ft. addition.

Greenfield, O.—Greenfield Grain & Hay Co. recently purchased a Sidney Combined Sheller & Cleaner.

West Unity, O.—Williams County Farm Buro Co-operative has taken over the Zimmerman Mill feed business.

Canal, Winchester, O.—The Winchester Milling Co. is installing a Hall Signaling Grain Distributor in its plant.

Okolona, O.—Okolona Grain Co. recently purchased a Bag Closing Machine from the Sidney Grain Machinery Co.

Botkins, O.—Botkins Grain Co. recently purchased a large Ajax Grinder and Sidney Crusher from the Sidney Grain Machinery Co.

Waverly, O.—The Farm Buro Co-op. of Columbus recently installed a Sidney Kwik-Mix Mixer with V rope drive at its local plant.

Hamilton, O.—The Eikenberry Bros. Co. sustained exposure damage to the elevator warehouse from an adjacent garage building.

Ottawa, O.—George Weisenberger recently purchased the old creamery building and is remodeling it preparatory to opening a feed mill.

Williamstown, O.—The Williamstown elevator owned by Harmon and Carl Kleisch, which was burned recently, will be rebuilt. Clearing away the debris has already started.

New Vienna, O.—B. T. Johnson has purchased the flour mill which has been known as Boden Bros., Inc., for half a century and is operating the plant under the business name, New Vienna Mill, in connection with his feed and grinding business. The mill has been completely rebuilt. —New Vienna Mill, B. T. Johnson, owner.

Chillicothe, O.—The Ross County Farm Buro has let the contract for construction of its 17,000 bu. grain elevator to C. A. Yeager Construction Co. The new structure will be 30 x 30 ft. and 85 ft. high and is to be ready by July 10. Work has already started on the new plant, which is to be one of the most modern of its kind in Ohio. The elevator is to be operated in conjunction with a \$7,000 grain drier now installed in the buro's new headquarters.

Kessler Station (West Milton p.o.), O.—Due to ill health, Earl S. Falknor, of G. N. Falknor & Sons, has retired from operation of the company's elevator here. The business will be continued by his brother, Ed S. Falknor, owner of the Ed S. Falknor Grain Co. of Troy. The Kessler elevator has been operated for 33 years and will now be continued as part of the Ed S. Falknor Grain Co. Earl Falknor remains in a critical condition in his home at West Milton.

Wooster, O.—The Wayne County Grain & Feed Co. will erect a new feed mill and elevator here. A contract, let to William Huffman, is for a building 112 x 32 ft., one story high and later in the season an elevator will be built to be ready for the wheat crop the following year, it being deemed inadvisable to attempt to get ready for this year's wheat crop. In the new building the company will install modern equipment for grinding and mixing feeds. The new company, recently organized, is backed by C. W. Elliott, Holmesville elevator operator, and Fred Fishburn, Jr., manager of the elevator at New Pittsburg. Mr. Elliott operates elevators at Holmesville and Mt. Hope under his individual management, and is associated with Mr. Fishburn in the ownership and management at New Pittsburg. The Wooster property will be similarly managed.

St. James (Galion p.o.), O.—The former St. James Equity elevator has been acquired by the Moody & Thomas Milling Co. of Shelby and C. K. Buskirk of Shelby has been installed as resident manager. The elevator, built in 1920, has a capacity of 19,000 bus. and is the largest in this section of Ohio. It has not operated for several years and now is being renovated.

Elroy (Ansonia p.o.), O.—J. W. Miller, 72, who since 1907 had been engaged in the grain and feed business here, died April 27. He had been ill for two years. A brother, Jonathan, who at one time was also engaged in the grain business here, died in March. Mr. Miller was a partner in the grain firm of Miller & Nagle in Greenville prior to locating at Elroy, and had also been in business at Redkey, Ind.

Alliance, O.—The King Bee Milling Co. has resumed operation. When fire destroyed the old plant, Sept. 30, the company was forced to abandon its flour making until new equipment was installed and a new addition built. The feed grinding equipment was installed some time ago. Before the wheat season starts new bins will be built on the east side of the present building. The open basement left by the fire will be cleaned immediately. J. C. Henschen is treas. and manager.

Columbus, O.—Chance W. Clark has been named state manager as well as manager of the Columbus offices of the Schultz, Baujan & Co., millers and commercial feed manufacturers, with headquarters at Beardstown, Ill. A state organization will be set up with offices at Cleveland, Youngstown, Toledo, Dayton, Portsmouth, Cincinnati, O., and in Huntington and Charleston, W. Va. Headquarters for the new organization will be established here. Mr. Clark has been in the grain and milling business for 16 years, 11 of which have been spent in Columbus. Complete stocks of the company's products will be carried in all the branches and in addition working out of Columbus will be two men handling the feed lines and five handling the flour. Mr. Clark recently has been associated with the International Milling Co. of Minneapolis, both in domestic and foreign service.

OKLAHOMA

Ada, Okla.—Ada Milling Co. sustained windstorm damages at its plant May 6.

Beaver, Okla.—R. F. Wells Grain Co. reported windstorm damages sustained at its plant May 5.

Kremlin (Enid p. o.), Okla.—The Goltry Grain Co. reported damages received in a windstorm April 26.

Meetings of local districts of the Oklahoma Grain & Feed Dealers Ass'n have been held recently at Hobart and Clinton, and will be held at Woodward May 25, Alva May 26, Watonga May 27 and Blackwell May 28, each at 8 o'clock.

Aline, Okla.—The Farmers Co-operative Elvtr. Co. is building a 10,000-bu. metal covered elevator here along the Santa Fe trackage. The office building will be moved here from Carmen. It is expected the plant will be completed by June.

Thomas, Okla.—McNeal & Matthews are adding 60,000 bu. of storage space to its 30,000-bu. frame elevator on the Santa Fe in the form of eight tanks, four of them 12 ft. in diameter, four of them 15 ft. in diameter, and all 60 ft. high. Ehram Screw conveyors at the top and bottom, driven by 5-hp. Fairbanks-Morse Motors, make the connection. Chalmers & Borton are doing the work.

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LOWELL HOIT & CO.

Dover, Okla.—Burrus Mill & Elvtr. Co. of Oklahoma's property was damaged by windstorm recently.

Harrah, Okla.—Louis Jorski recently purchased a grain elevator from a milling firm near Bethany, Okla., and has moved it to the rear of his feed store lot where it will be set up and put in operation at once.

Hennessey, Okla.—Directors of the Farmers Elvtr. & Co-operative Ass'n were authorized to accept wheat storage at half-cent per bu. rate if they saw fit to do so, in resolution adopted at the annual meeting of the stockholders recently. The company is erecting an addition to its elevator here to facilitate unloading operations in seasonal peaks and to provide more adequate facilities for turning wheat held in the elevator.

Okeene, Okla.—The Okeene Milling Co., branch of the Shawnee Milling Co. managed by Mr. Wimberly, is having Chalmers & Borton dismantle an old warehouse to make room for construction of six 20-ft. tanks, 60 ft. high and with total storage capacity for 80,000 bu., to connect with its elevator and mill building. Ehram Screw Conveyors at the top and bottom, driven by 5-h.p. Fairbanks-Morse Motors, will make the connection with existing 30,000-bu. storage division of the mill.

Sharon, Okla.—Suit to collect \$7,915 from the Sharon Co-operative Elvtr. Ass'n has been filed for the government by Wade H. Loofbourrow, assistant federal district attorney, in federal district court. Harland M. Heaton, Woodward county treas., and the Woodward county commissioners were named co-defendants. The amount sued for is said to be still owing on two promissory notes given by the ass'n in 1934 and 1936 to the Oklahoma Wheat Pool Elvtr. Corp. and to the Farmers Nat'l Grain Corp. and later assigned by them to the government.

PACIFIC NORTHWEST

Pendleton, Ore.—The Pendleton Elvtr. is installing two Howell Direct Connected Geared Head Drives with 7½ h.p. motors.

Moscow, Ida.—Contract to build the 70,000-bu. grain elevator here for the Latah Grain Growers, Inc., has been let to Louis Delivuk & Co. according to Manager H. H. Simpson of the grain company. Work will start at once.

Fairfield, Wash.—Louis Lindstrom, manager of the Fairfield Farmers Alliance Warehouse Co., passed away recently. Mr. Lindstrom had been in the grain business for the past 54 years and was one of the best known grain men in the Spokane area.

Colfax, Wash.—Work has been resumed on the new elevator at Revere after several days' layoff owing to material needed.

Moscow, Ida.—Oscar McCartor, proprietor of the Moscow Commission business since 1896 and in business for 41 years, has leased his company, equipment and stock to J. E. Barr, of Nampa, who assumed immediate control. He has been in the feed and grain business for 25 years, mostly in Nampa, but will now make Moscow the future home of himself and family.

Spokane, Wash.—The Pacific Northwest Grain Dealers' Ass'n will hold its annual convention in Spokane June 17 at the Davenport hotel. Pres. Frank M. Baller, of Spokane, will preside; Spokane Grain Merchants' Ass'n pres., W. R. Glover, will be host. It is expected that a heated discussion will be held on the AAA and other revolutionary changes the grain industry is undergoing.—F. K. H.

Spokane, Wash.—At the annual meeting of the Pacific Northwest Managers & Local Directors Ass'n held at the Davenport hotel May 8, C. M. Cook, of LaCrosse, was elected pres.; Howard Hughes, Pullman, vice-pres., and James Hill, Jr., Pendleton, Ore., sec'y-treas. The meeting, which was largely attended, passed some worth-while recommendations for the directors of the North Pacific Grain Growers, Inc., as to future policies of operation.

Seattle, Wash.—Will P. Fisher, 68, pres. of the O. W. Fisher Co., vice pres. of Fisher Flouring Mills Co., and active in civic affairs, died at his home May 11 after several months' illness. He was pres. of the Manufacturers Ass'n of Washington in 1925 and served on the ass'n's board for many years. He was a native of Missouri but for the last 35 years he had been a resident of Seattle and was a member of the Pacific Northwest Feed Ass'n, Inc.—F. K. H.

Payette, Ida.—The Bowman Poultry & Feed Mill recently added a master mixing machine to its equipment, making it one of the most complete plants of its kind in Southeastern Idaho according to Manager W. H. Williams. The machine is speeding up production of the special formulas produced by the mill, replacing hand mixing methods. In addition to grinding and shelling local grains, the plant is producing special feeds for poultry. C. H. Bowman is owner of the mill.

Spokane, Wash.—The death of E. A. Boyd recently will result in no changes in the policies or operation of Boyd-Conlee Co., H. A. Conlee, vice-pres. and sec'y, announced. Mrs. Boyd will retain the family interests in the company, which operates a wholesale and retail feed and grain business in Spokane and has elevators and warehouses at Cashup, Valleyford, Freeman, Manito and Saxby and operates the Idaho Boyd-Conlee Co. at Bonners Ferry. T. A. Kemper, grain buyer for the company for the last five years, will be in charge of the company's grain department.

PENNSYLVANIA

Norristown, Pa.—E. F. Kindian recently purchased factory property and expanded his feed business. Modern drying machinery has been installed.

Reading, Pa.—The F. S. Wertz & Son feed milling and mixing business has been taken over by the Reading Milling Co. The Wertz feed plant was built in 1918 and is one of the larger and most modern in this section of the country. Their business has been exclusively wholesale. F. S. Wertz, pres. of F. S. Wertz & Son, will retire from active business and Paul B. Wertz, sec'y, will remain with the new firm as man-

ager. The new firm, a partnership of Herman Schwartz and Louis Beilin, will continue the Wertz brands and trademarks, and will operate the plant and otherwise continue the feed business as heretofore. Messrs. Schwartz and Beilin are not strangers to the trade, Mr. Schwartz, who will do the buying for the new concern, is head of the General Feed Co., Philadelphia, and Mr. Beilin, who for many years operated the American Flour & Grain Co. at Millsville, N. J., will take care of sales.

SOUTH DAKOTA

Ramona, S. D.—The Atlas Elvtr. in Ramona is being repaired and a new office will be built.

Nisland, S. D.—Henry Pade, of Leola, has accepted the position as manager of the Tri-State Milling Co.'s local grain elevator.

Burch (Britton p. o.), S. D.—The elevator and outbuildings of the Farmers Co-operative Grain Co. were destroyed by fire May 14.

Bridgewater, S. D.—G. Heckenliab, who owns the elevator formerly owned by the Farmers Elvtr. Co., plans to paint his plant and otherwise repair it.

Colton, S. D.—New legs, general repairs and the installation of a cleaner are the changes that were made at the Farmers Elvtr. here. The T. E. Ibberson Co. had the contract.

Montrose, S. D.—Arthur C. Cross, 66, died at his home here on May 4. Mr. Cross was manager of the Hubbard-Palmer Co. grain elevator and had been one of the leading business men for many years.

Colman, S. D.—The T. E. Ibberson Co. has been awarded the contract for the erection of a new 25,000-bu. elevator with a cross-type work floor for the Farmers Co-op. Elvtr. Co. The materials have been ordered and the work will be started at once.

Rapid City, S. D.—On and after May 20 and continuing thru the summer, the Rapid River Milling Co.'s new, modern mill, one of the best in the world, will be open for inspection. On each week day from 1 to 10 p. m., guide service will be available for those inspecting the mill. C. A. Quarnberg, pres. of the company, announced. The new mill has been in operation about a month, and the new elevator, the tallest in South Dakota, was completed last fall.

Rapid City, S. D.—The Tri-State Milling Co. has awarded contract to the T. E. Ibberson Co. for the erection of a new feed mill building with equipment for the manufacturing of feeds. This plant will be equipped with a Jacobson Hammer Mill, a 50 h.p. cubing machine, a Strong-Scott one-ton Mixer and a Strong-Scott Molasses Machine. A line of drawers and aspirators will be provided for scratch feeds. There will be six legs in the plant and 23 processing bins will be provided. Scales will be installed and special sacking Ibberson mash bin fittings will be used. A complete corn cracker and grader unit will be a part of this equipment. An Ajax oat huller and a roll mill will be installed. Heat will be provided by a low burner steam boiler and one additional warehouse will be built. Molasses will be handled in bulk thru an underground storage. Construction work was started this month on a \$10,000 combined office building and testing laboratory at the Tri-State plant. The new building will be of fire-proof construction with brick and tile beam floors. The chemical laboratories will be located in the basement, while the main floor, comprising five rooms, will house the company's offices. It will be completed about mid-July.

SOUTHEAST

Olney, Va.—An engine backfired in the feed warehouse of R. C. Evans on April 29 and the resulting fire caused damage estimated at \$50.

Wheatland, W. Va.—Feagan's Mill was reopened recently by Cecil Feagans, son of the late W. C. Feagans. The mill has been thoroly remodeled.

Arlington, Va.—V. Calvert Dickey, 58, pres. of the Dickey Co. of Arlington and of the Dickey Bros. Coal, Feed & Grain Co., Washington, D. C., died May 13 of a heart attack at his home in Washington.

Republican Grove, Va.—Improvements have been made at the Edgewood Mills, near here. Machinery has been installed to increase the corn grinding capacity of the mill, including a corn cleaner and hammer mill. W. V. Cousins is the proprietor.

Quicksburg, Va.—C. L. Clanahan and T. B. Doman, who recently purchased the Quicksburg mill, have finished overhauling the plant and have it in operation. The corn department has been operating for some time. Mr. Doman is manager. Cereals and flour are manufactured.

Albemarle, N. C.—The Efrd Bros. Feed Mill plant, with all its facilities, has been leased by the Early & Daniel Co. of Cincinnati, O., and will be used as a distributing point for North and South Carolina and parts of Virginia. Additional warehouse space is being erected. Bill Terrell, son of the pres. of the Early & Daniel Co., will be manager of the local plant.

TENNESSEE

Nashville, Tenn.—J. S. Fletcher, manager of the Ft. Nagley Feed Mills, and Miss Gertrude Grizzard were married March 31.

TEXAS

Hart, Tex.—Kimbell Elvtrs. Co. reported windstorm damages received April 14.

Dimmitt, Tex.—Dimmitt Elvtr. Co. property was damaged in a windstorm early in April.

Lockney, Tex.—The South Plains gin plant here has been bought by Whitfil & Daggett Grain Co. of Lockney, which operates, also, a gin at Aiken.

Bishop, Tex.—The Miracle Feed Mill has secured an amendment to its charter, changing its name to the Bishop Milling Co., and increasing its capital stock from \$15,000 to \$35,000.

Grandview, Tex.—The Morris Grain Co. has succeeded Morris & Hallman, W. M. Morris having bought the interest of E. L. Hallman.—G. E. Blewett, sec'y Texas Grain & Feed Dealers Ass'n.

Fort Worth, Tex.—C. W. Harris is opening a grain brokerage office here. He was formerly employed by the Burrus Mill & Elvtr. Co.—G. E. Blewett, sec'y Texas Grain & Feed Dealers Ass'n.

Houston, Tex.—Felix Meyer and Julius Jockusch are dissolving their partnership in Meyer & Jockusch Trading Co. officially on June 1. Felix Meyer is continuing the business under the name Felix Meyer & Co.

Kingsville, Tex.—A state charter has been issued to Wuensche Milling Co., capital stock, \$20,000. This concern has been operating a feed mill and cotton gin for several years under the name of Wuensche Mill & Elvtr. Co.

Conroe, Tex.—J. O. Vickery has moved his family here from Woodlake, and has taken charge of the Conroe Grain Co. as manager. T. W. Feagin, former manager, has been transferred to Crowley, La., to manage the company's store there.

Fort Worth, Tex.—Farmers Coal & Grain Co., of Abernathy, Tex., has been admitted to membership in the Texas Grain & Feed Dealers Ass'n and Millers Mutual Fire Ins. Co. of Texas, Fort Worth, is a new associate member of the association.—G. E. Blewett, sec'y.

Amarillo, Tex.—Roy O. McKenna, who recently resigned as vice-pres. and general manager of the Southwestern area for the Farmers' National Grain Corp., has accepted the position as manager of the Texas Wheat Growers Ass'n. The organization operates a terminal elevator of 2,000,000 bu. capacity here, along with 45 country elevators. Mr. McKenna was associated with the Hall-Baker Grain Co. for 15 years up to the time of the sale of the business to the Farmers National Grain Corp., and since has been with the latter organization, now in process of liquidation. He will enter upon his new work June 1, which will be to take charge of grain merchandising activities when the new crop moves. Since the resignation of Bill Talbot several months ago, merchandising from this office has been handled by the elevator superintendent, Cliff Smith.

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WISCONSIN

Newburg, Wis.—Koenig Bros.' grist mill is to be rebuilt. Hron Bros. have the contract.

Evansville, Wis.—The Evansville Feed & Fuel Co. sustained damages to its property in a recent windstorm.

Brillion, Wis.—The Brillion Mill & Elevator Co. is planning to sell its complete 100-bbl. flour mill and expects to enlarge its feed mill equipment.

Kewaunee, Wis.—C. L. Duvall, sec'y-treas. and general manager of the Kewaunee Grain Co., was elected mayor here by a landslide majority at the spring election.

Balsam Lake, Wis.—Fred Nelson, proprietor of the Nelson Feed Store, is planning to erect an addition 12x18 ft. at the south side of his mill. Besides doing grinding and mixing Mr. Nelson handles poultry feeds and remedies, fertilizers and a variety of feeds.

Hilbert, Wis.—Theo Runte sold his elevator to Simon Schwabenlander, who will take possession June 1. The Runte elevator will be equipped with a new modern office and the equipment of both elevators will be sold and larger equipment will be installed.—The Hilbert Elevator.

MILWAUKEE LETTER

John C. Hensey and E. H. Dadmun are recovering from illness at local hospitals.

H. M. Stratton, president of Stratton Grain Co., has just been elected a director of the Missouri Pacific Railroad.

The old Hales Milling Co. feed mill is now in operation under the new owners, "Mayr's Seed & Feed," for the manufacture of feeds of various kinds.

Nine cargoes of grain have cleared from the port of Milwaukee so far this season, with 911,386 bu. of wheat; 1,282,500 bu. of corn; and 248,000 bu. of barley, a total of 2,441,886 bus.

Quin Johnstone, sec'y, of Johnstone-Templeton Co., has returned from a four-months' trip which took him around the world. "The good old U. S. looks better than ever," he says.

Oklahoma Grain Dealers Are Optimistic Over Crops

(Continued from page 436)

is still there and is laying a foundation for a bumper wheat crop in 1939."

Frost in April, believed Mr. Erickson, when snow drifted and made travel virtually impossible for several hours, severely damaged the current wheat crop in Oklahoma, Texas, and possibly southern Kansas. He offered no direct opinion as to whether the damage occurred in the first or the second freeze, tho the second one, around Apr. 6 to 9 held temperatures in some sections of Oklahoma and Texas below freezing for as long as 54 consecutive hours, and formed ice on water troughs as much as 2½ inches thick.

"While a few hours after the freeze had occurred the plant appeared to show no damage, and a few days after the first wilt it appeared to have been adequately repaired by nature, this appearance is apt to fool us. Down near the roots, just above the surface of the ground, the stem will be found soft. The head, I believe, will not fill properly, and the harvest will be disappointing.

"Stem rust has been identified as far north as El Reno, but the most serious damage in central and Panhandle counties so far is due to the freeze.

"In the last two weeks the wheat that was already jointed when hit by the April freeze has turned from a healthy, dark green color to a sickly yellow. It is not a rust color; it is caused by dying and dead foliage. This I believe is largely a result of insufficient nourishment flowing thru the plant stem, due to the plant veins having been ruptured at the joints by the freeze. The frozen joints are enlarged and discolored and the stem below the joints is discolored to such an extent that in advanced samples the stem shows positive decay; in extreme cases it is black and rotten."

Mr. Erickson's theory of frost damage rests on the work of a southern experiment station

demonstrating that plant sap is forced upward thru the stem at tremendous pressure, tests with tomato plants demonstrating pressure of as much as 90 lbs. per square inch. This pressure, in Mr. Erickson's analysis, forced the sap out of the ruptured veins at the frozen joints soon after the freeze, where it congealed and tended to cement the plant together, and the sap then flowed into the leaves, giving the plant a healthy, dark green appearance. Cool wet weather has supported the plants and promoted such growth as has occurred, but the plants have slipped from 10 days early in their development to 10 days late, and are just beginning to fill their heads. The ruptured veins have not permitted sufficient sap to pass to properly develop the plant in a normal manner, and undernourishment is now causing many of the plants to die.

INDIVIDUAL crop reports from dealers in all parts of the state showed immediate influence from Mr. Erickson's address and his theory of frost damage, but stripped of this factor they anticipated yields equal to last year, or better, and a slightly increased acreage in some sections, a considerably increased acreage in others. Those who were willing to guess, estimated the current Oklahoma crop will produce 65,000,000 bus. of wheat.

Wheat Test Plot

OWEN WIMBERLY, O'Keene, told the dealers about a 3-acre test plot near his mill which Oklahoma A. & M. College authorities are using to compare 13 varieties of wheat commonly grown in Oklahoma. Its purpose, said Mr. Wimberly, is to determine the best varieties of wheat from the standpoints of yield, quality, and commercial value, and to encourage the farmers to reduce the number of varieties they grow to only two if that is possible. The plan followed is the crop testing plan originating at Junction City, Kans., and being employed thruout Kansas this year under the direction of Kansas State Agricultural College, and the Southwest Wheat Improvement Ass'n.

Election of Officers

ELECTION placed the following officers at the head of the Oklahoma Grain & Feed Dealers Ass'n for the ensuing year: Vern Goltry, Enid, pres.; E. S. Bouldin, Muskogee, vice-pres.; C. F. Prouty, Oklahoma City, sec'y. Directors: M. E. Humphrey, Chickasha; W. E. Shepherd, Hobart; H. F. James, Gage; Ben Fequay, Enid; Frank O'Bannon, Claremore. Arbitration Com'te: E. B. McNeill, Thomas; D. W. Moxon, Blackwell, and Gordon Hayton, Billings.

A RESOLUTION was adopted extending the sympathy of the ass'n to the bereaved families of W. B. Johnston, Enid, and Paul Zobisch, Butler, members who have passed away during the year, and all delegates stood silent for a moment out of respect to their memories.

PRES.-ELECT GOLTRY assumed the chair and adjourned the convention *sine die*.

Sooner Convention Notes

REGISTRATION was in charge of Ralph Hassman of the Grain Dealers Mutual Fire Insurance Co., which supplied the attractive convention badges. He was ably assisted by Lloyd E. Wells, of General Grain Co., Miss Helen Clark of Enid Elevator Corp., and Miss Marjorie Shepard, of Fequay Grain Co. They registered more than 300 delegates and sold more than 400 banquet tickets.

HOWE SCALE CO., represented by Frank L. Rogles, John Dennis, and John A. Shields, exhibited a modern Howe scale grain beam, on an all metal stand, with Weightograph attached.

F. A. MANGELSDORF SEED CO.'S J. M. McCray exhibited and demonstrated the Steinlite electric moisture tester, which works direct from an alternating current and makes moisture tests on all types of grain and grain products.

In Attendance at Enid Meeting

St. Joseph, Mo., sent Chas. Maunschreck. Iowa had one representative: W. C. Fuller, Des Moines.

Insurance representatives: R. T. Hassman, Grain Dealers Mutual, Enid, and R. A. McGoom, Mill Mutuals, Enid, Okla.

From Chicago: Crop experts H. C. Donovan; R. O. Cromwell of Lamson Bros. & Co.; also F. F. Thompson of Jas. E. Bennett & Co.

From Oklahoma City came: C. B. Cozart, W. W. Deck, R. R. Dill, R. M. Maney, of Jas. E. Bennett & Co.; R. A. McClintock; A. B. Richert; W. B. Stowers, and Frank Winters.

From Ft. Worth: Carl Ferguson, Earl Ferguson, A. Galbraith, A. A. Hart, P. J. Mullin, Leo Potishman, Lee Shorter, Chas. Simons, J. A. Simons, K. K. Smith, and Tom West.

Kansas interior points sent O. B. Cecil, H. P. Lorenz, and Harold W. Poort, all of Hutchinson; J. M. McCray, Manhattan; D. P. Lorenz, Salina; R. A. Erbentraut, Price Fequay, and W. T. Voils, all of Wellington, Kan.

Texas Dealers present: From Amarillo: J. E. Davis, C. M. Newberry. From Dallas: J. C. Crouch, D. S. Donovan, W. A. Howard, Frank White. From Greenville: Clarence Lee. From Houston: Sam Strader.

Wichita, Kan., was well represented by: John Beyer, H. L. Chowning, G. M. Ferguson, L. R. Ginn, John Hayes, Bill Kopp, F. H. McKown, L. A. Patterson, Bill Root, U. L. Shelton, R. W. Smith, and W. W. Wallis.

Scale Men: G. A. Johnson, scale inspector, Enid; C. P. Loursend, Fairbanks Morse & Co., Kansas City; A. G. Click, Richardson Scale Co., Wichita, Kan.; John Dennis, Kansas City, F. L. Rogles, St. Louis, and John Shields, Wichita, Kan., all of Howe Scale Co.

Kansas City representatives were: Loren A. Brown; Frank D. Bruce; W. W. Fuller; J. J. Hughes; G. A. Johnson; R. A. Kelly; Ed Klecan; E. C. Meservey; W. B. Pickerill; James J. Rick, Union Nat'l Bank; Frank A. Theis, Pres. Simonds-Shields-Lonsdale Grain Co.; W. V. Van Horn; E. G. Wallingford, and Frank M. Ward.

Grain Inspectors: Howdy Holmes, federal grain supervisor; D. F. Rhodes; F. W. Rhodes; G. C. Rhodes; Harold Von Riesen, federal grain inspector, Enid, Okla.; Athol Sayre, Muskogee, Okla.; J. W. Fletcher, grain supervisor; E. H. Linzee, state grain inspector; R. H. Jordan, Oklahoma City; and C. C. Frans, Ponca City, Okla.

Oklahoma Shippers in attendance were: C. L. Stokesberry, Alcorn; J. H. Johtz, C. O. Nickell, Alva; Elmer Outhier, C. F. Huguley, R. F. Wells, Beaver; R. I. Hughes, Belya; Geo. Burgin, Gordon Hayton, Billings; J. W. Duvall, Bison; Fred Martin, D. A. Moxon, Blackwell; F. H. Schlicht, Burlington, Okla.;

Scott Reay, Canton; Chas. Cox, Jr., Carmen; J. M. Johnson, Cashion; Frank Henderson, D. A. Mock, Cherokee; Floyd W. Allison, Chickasha; Ed Nelson, Clinton; A. J. Orr, Cordell; A. E. Shawver, Fred H. Sohl, Cropper; R. J. Crawford, Elmo; C. Rankin, Custer City; Chas. O. Page, Douglas;

E. O. Wheeler, Eagle City; W. H. Schroeder, El Reno; C. S. Borin, Aaron M. Fry, Erick; C. V. Field, Fairfax; N. C. Boyd, A. O. Litsch, Clyde Perkins, Fay; E. O. Billingslea, C. J. Hubbard, Frederick; H. F. James, Gage; W. P. Ashmore, Garber; V. J. Zobisch, Geary; Elmer Estill, Goltry; E. H. Riffe, Goodwell; E. J. Horne, Helena; Roy D. Baines, Earl Osborn, Hennessey; Geo. H. Snyder, Hinton; Joe Crain, R. A. Falkenstein, R. R. Nigh, Tom Wakefield, Hitchcock; Sid Barnes, Duke Bostick, W. E. Shepherd, Hobart; H. S. Ferguson, Hopeton; C. L. Thompson, Hunter;

W. W. Manifold, Ingersoll; G. T. Spraul, Isabella; Byron M. Church, Munson M. Church, Jet; Earl Caysenter, J. S. Ezell, Glen Johnston, A. R. Lankard, Glenn Switzer, Kingfisher; Alvin Lang, Knowles; W. G. Ahsmuhs, Lahoma; D. B. Hicks, Lone Wolf; E. J. Clark, Marshall; H. R. Doak, E. C. Wegner, Minco; Klein R. Riddle, Morrison; G. K. Barton, Mounds; E. S. Bauldin, Muskogee; I. B. Enterline, Nash;

Oscar Dow, Frank Gorman, Harry Hunter, Okarche; Louis Vogt, Owen Winberly, Okeene; Mac Miller, Perry; R. W. Davidson, Pocasset; W. T. Oates, D. E. Spencer, of Ponca City; E. W. Johnston, Walter E. Johnston, R. M. Whaory, Pond Creek; E. V. Covey, Renfrow; W. H. Beierschmidt, Reydon; V. H. Ingram, Salt Fork; Matt Roetker, Selman; D. M. Reiter, Sentinel; Wm. B. Mote, F. G. Thomas, Louis Zahn, Sharon; W. H. Williams, Shawnee; C. F. Greenwood, Shea; Levi Portwood, Snyder; Haskell Cudd, E. Harold Goodholm, W. J. Grover, Stillwater;

J. B. Riffe, Texhoma; E. B. McNeill, C. A. Ray, Thomas; Ira Neal, Tillman; C. W. Roseberry, Tonkawa; Calvin Dugan, Paul Shaw, F. A. Wheeler, Watonga; W. O. Wheeler, Weatherford; L. S. Fisher, Woodward; J. H. McCready, H. G. Wilson, Yewed; Joe E. Dobry, T. A. Krouth, and W. Winton, Yukon.

Field Seeds

Minonk, Ill.—R. B. Stoddard is adding a seed cleaning room to his plant.

Mt. Vernon, Wash.—Jas. Leckenby will install a seed cleaning machine in his new seed warehouse.

New York, N. Y.—The Becker-Mayer Seed Co., Inc., has leased floor space in West 22nd street.

Dallas, Ore.—A Howell Automatic Ceresan Treater is being added to the equipment of the Polk County Farmers Warehouse.

Shenandoah, Ia.—Earl E. May, the seedsman, has been awarded an honorary doctor's degree by Tarkio University.

Algona, Ia.—The Pioneer Hybrid Corn Co. has let contract for a 2-story, L-shaped building, 180x70 ft., for a seed plant.

Lyons, N. Y.—Van Der Veer & Coleman have equipped their seed plant with a Clow-Winter motor driven Ceresan Treater.

Perry, Ia.—Dwight H. Fazel of Fazel Bros. Seed Co. is a candidate for the office of state representative from Dallas County.

Kearney, Neb.—I. B. Stark, in the seed and coal business for 12 years, is planning to erect a brick building, 50x65 ft., for his store.

Creston, Ia.—The Storms Seed Co. of Auburn, Neb., has leased the Burlington ice house to be equipped as a bluegrass cleaning plant.

Des Moines, Ia.—Robert W. Combs, until recently with the Iowa Buro Federation, has joined the administrative staff of the Pioneer Hybrid Corn Co.

Cleveland, O.—Floyd Bradley of the Templin-Bradley Co. had a rib broken and ligaments of one knee torn in an automobile accident at Detroit, May 13.

Windom, Minn.—Art Wager, aged 38, an itinerant, is being held on the charge of swindling farmers by selling them seed to get the farmers' notes to sell to the bank.

Seattle, Wash.—John Jarvis was found dead in his home, May 12, having shot himself during the night. He was 41 years of age, and entered the employ of the Chas. H. Lilly Co. in 1919, and for five years had been superintendent of the company.

Leeds, N. D.—Carl Nordhaugen farms 3,000 acres and experiments successfully with hybridization of wheat to develop rust resistant strains. He took second prize at Chicago for his own selection of durum wheat.

Blythe, Cal.—Northrup, King & Co. have purchased a site on which to erect a building, 100x150 ft., for a seed cleaning plant, to cost \$20,000, and handle alfalfa, bermuda, beet and other seeds. Blythe already has two seed cleaning plants, operated by H. L. Christian and R. H. Ehlers, that of Mr. Christian being very complete.

Park Rapids, Minn.—The seed department of the Park Rapids Produce Co. has been purchased by Carl J. Elmlade, formerly with the Northern Field Seed Co., who will expand the business.

London, O.—A seed warehouse, 45x120 ft., is being erected by F. J. Wood & Sons, adjoining their grain elevator, which has 425,000 bus. capacity. A scarifier and seed cleaning machinery will be installed.

Hamilton, Mont.—District Judge Ralph Arnold has set the suit of Associated Seed Growers versus Ravalli county for May 4. The company seeks refund of \$571 taxes, alleging that grains and agricultural products were wrongly classified and too much taxes taken.—F.K.H.

Wooster, O.—Valuable data and notes on certified corn hybrids in Ohio are contained in Bulletin No. 191 of the Ohio Agricultural Experiment Station, just issued. The state is divided into 12 areas, in each of which different hybrids were grown and the yields recorded to determine their adaptability.

Tekamah, Neb.—Certified hybrid seed corn will be produced by the newly organized Tekseed Non-Stock Co-operative Ass'n. B. F. Clark, Tekamah high school instructor in agriculture, has resigned to take charge of the hybridization work for this group of Burt County farmers, June 1.

Port Angeles, Wash.—A warehouse, 50x60 ft., equipped with seed pea cleaning machinery, will be erected by the Milwaukee Railroad and leased for a long term of years to the Olympic Feed & Seed Co., headed by Ray Porsch and associates. Contract for construction of the seed warehouse has been let to Geo. Taylor.

Lynnville, Ia.—Arie Terpstra, local seed dealer, will ship a carload of grain and grass seeds to Holland this week. The shipment goes to the Barenberg Seed Co. at Arhem, and will leave Chicago, May 7th by way of the lake route and St. Lawrence river to Montreal, Canada, and arrive at Rotterdam by the end of the month.—L.A.G.

Albany, Ore.—One-third of Linn County's rye grass acreage was represented at a meeting of growers at Harrisburg. Every grower pledged himself to accept nothing less than a 4-cent per pound contract for his seed between May 12 and June 1. It is noted that some buyers are making 3-cent contracts. At the meeting were some 43 growers, owning 5,260 acres.—F. K. H.

Marshall, Mich.—W. K. Kellogg and his son John L. Kellogg of Chicago are made defendants in a suit by 21 plaintiffs, mostly residing in Chicago, for \$20,000,000 damages growing out of the dissolution in 1932 of the Warren Teed Seed Co. and the Seedtown Food Products Co., headed by John Kellogg, and the purchase by Kellogg of the assets at auction for \$220,000. Plaintiffs ask an accounting of profits from the Kelloggs and the Kellogg Co., of Battle Creek.

Portland, Ore.—A good program has been arranged for the Pacific States Seedsmen's convention to be held May 31 and June 1 at the Hotel Benson. H. A. Schoth, of Corvallis, agronomist of the U. S. Dept. of Agriculture, will deliver an address on "Relation

of Forage Improvement to the Seed Industry." W. L. Goss, Sacramento, Cal., will speak on "Advancement of Seed Testing." W. B. Early, Los Angeles, will speak on "Seed Legislation, Federal and State." The annual banquet will be given Wednesday evening. An all-day sightseeing trip by bus is planned for Thursday to Timberline Lodge on Mt. Hood.

Southern Seedsmen to Have 3-Day Meet

The annual meeting of the Southern Seedsmen's Ass'n will be held June 15 to 17 at the John Marshall Hotel, Richmond, Va.

Papers of interest to all branches of the seed trade will be read, Gordon F. Wood of Richmond having one on "Prospects of Field Seed Crops for Fall Planting"; Stuart C. Simpson, Monticello, Fla., on "The Florida Seed Council"; Harry H. Hobbs, pres. American Seed Trade Ass'n, "Current Changes in Seed Legislation"; F. J. D. Mackay, "Changes in Southern Freight Tariffs"; Wm. K. Wiley, Asheville, N. C., "Hybrid Seed Corn Is Selling in the South."

Registration will begin June 15, and Saturday, June 18, will be devoted to a bus ride to the Old Capitol.

On the afternoon of June 15 refreshments will be served in the Roof Garden. At noon June 16 the Virginia Seedsmen's Ass'n will give a luncheon and elect officers. Luncheons also will be given at this time by the North Carolina and South Carolina Seedsmen's Ass'ns. The annual banquet will be given Thursday evening, with a floor show and informal dancing.

Cutting Clovers for Seed

Common red, also called little red clover, produces a hay crop as well as a second growth that may be saved for seed or used for pasture. In some seasons the first crop sets seed sufficiently to make a profitable crop, but this cannot always be determined by the time the crop should be harvested for hay. Therefore, the common practice is to use the second growth as the seed crop.

Mammoth clover, also called sapling and big English clover, produces but a single crop. It may be used for hay, seed or pasture, but it will not make both a hay and seed crop the same year. Either clipping or pasturing mammoth clover in the spring reduces the subsequent seed yield, according to well conducted experiments. Allowing mammoth clover to make its full growth, assures the largest seed production. Mammoth clover makes a heavy growth on good land and will usually lodge or tangle, which increases the difficulty of harvesting it for seed. In order to avoid this difficulty and leave the larger part of the growth on the ground for soil improvement. Mammoth clover is ordinarily poled or rolled down in the same direction as it will be cut for seed, at about the time the first blossom buds appear. The tops will elbow up so that they may be cut and harvested much the same as common red clover is handled.

Alsike clover is similar to mammoth in that it is also a single crop clover, and for the best yields of seed, should be allowed to make full growth without first pasturing or cutting for hay. Alsike may lodge badly and is sometimes difficult to harvest because of short top growth, according to Purdue University.

Directory

Grass & Field Seed Dealers

CRAWFORDSVILLE, IND.
Crabbs, Reynolds, Taylor Co., clover, timothy.

GREEN SPRINGS, OHIO
The O & M Seed Co., seed merchants.

PAULDING, O.
Stoller's Seed House, wholesale field seeds.

ST. LOUIS, MO.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

ED. F. MANGELSDORF & BRO.

Buyers and sellers of
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

Soybeans for Grain


The use of soybeans as a grain crop is attracting the attention of many farmers in New Jersey. The crop fits in nicely in many crop rotations, it supplies a high protein concentrate feed for all classes of livestock without the need of nitrogenous fertilizers, and is adapted to a wide range of soils. Soybeans may be grown for grain as a full season crop, or as a second crop after harvest of winter barley. Many thousand bushels of soybean seed are required yearly for hay and silage plantings, and for green manure purposes.

The development of improved varieties has greatly improved the value of soybeans as a grain crop. Harbinsoy is the premier grain variety for New Jersey. It has produced 20 to 30 bushels of beans to the acre under average farm conditions. Harbinsoy is also a superior hay and green manure variety. It has outstanding ability to compete with weeds and endure drought. A substantial supply of certified seed of this variety has been produced in New Jersey for use this year.

When grown for grain, soybeans are planted with a grain drill at the rate of 1½ to 2 bushels an acre. Unless the field has recently produced soybeans, the seed should be inoculated with the proper strain of root nodule bacteria.

Three Cent Premium for Standard Wheat

Evansville, Ind.—The standards that wheat fields of this area must meet in order to be eligible for the three-cent premium offered by the wheat buyers have been established by the wheat improvement committee of southwestern Indiana in charge of the program. Only one major change has been made over the rules in effect last year and that is the requirement of an entry fee of five cents per acre for those acres entered. This fee is to be refunded on all acres that pass. Other requirements are that fields must be 98.5 per cent pure as to variety, must be free of garlic, rye and stinking smut and may have only a trace of cheat and cockle. All applications must be in the local county agent's office by June 1.—W.B.C.



DEPENDABLE

FIELD CORN - SWEET CORN
SEED OATS - SEED BARLEY
GARDEN SEED - GRASS SEED

THE O & M SEED CO.
GROWERS GREEN SPRINGS, OHIO

CRABBS REYNOLDS TAYLOR CO.
CRAWFORDSVILLE, IND.

GRAIN

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We are in the market for
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NORFOLK, NEB.	MANKATO, MINN.
SIOUX FALLS, S. D.	CARROLL, IA.
BILLINGS, MONT.	

MICHAEL-LEONARD SEED CO.
formerly Sioux City Seed Co.

Grain Carriers

Grain and grain products were loaded 32,549 cars during the week ending May 7, against 27,093 cars loaded during the like week of 1937, as reported by the Ass'n of American Railroads.

Increases in intrastate rail freight rates corresponding to the general increases granted carriers of the United States Mar. 28 have been approved by the Missouri Public Service Commission and went into effect May 16.

The Quincy, Omaha & Kansas City has asked permission to cease operation of its line of 249 miles between Quincy and Kansas City. The road has always been unprofitable. For 17 years from 1921 to 1937 the total deficit is \$2,193,054, made good by the Burlington, which controls the line.

The Milwaukee Exchange will be represented and will intervene in the proceedings before the Interstate Commerce Commission in St. Louis, beginning May 23, on the lawfulness of the \$2.25 charge for cooping cars in cross-town movement. Milwaukee's position is that there should be no charge.

Statistics given in an editorial in the current issue of *Railway Age* show that in the first quarter of 1938 the railways paid \$99,975,323 more in wages than in the first quarter of 1933 to only 6,095 more employees. Average earnings per employee were \$383 in the first quarter of 1933 and \$458 in the first quarter of 1938, an increase of 29.3 per cent.

The largest cargo of corn loaded on the Great Lakes was taken May 14 by the Lemoyne of the Canada Steamship Lines, Ltd., at the elevator of Cargill, Inc., South Chicago, for Kingston, Ont. The boat is 613 ft. long and could carry 540,000 bus., the depth of water in the Calumet River holding the record load down to a little less than 525,000 bus.

During the year ended Oct. 31, 1937, 134 applications were filed for permission to abandon 2,179 miles of railroad lines or the operation thereof. The Commission granted 116 applications involving 265 miles of main line and 723 miles of branch line, of Class I carriers, together with 558 miles of so-called short lines, of which 334 miles constituted the entire lines of the applicants and 224 miles portions of such lines.

Preparing for what may be America's biggest wheat crop, the Santa Fe Railway is moving thousands of empty grain cars into the wheat belt to aid farmers with the 1938 harvest. Already these empty cars line sidetracks at strategic points in the Santa Fe Southwest. Locomotive power and train crews, some of them from as far as the Pacific Coast, will be moved into the wheat area during the next few weeks in order to handle the peak wheat movement. Careful survey of the needs in this respect has been made and the Santa Fe expects to have upwards of 10,000 cars available when the combines start their annual song.

Buffalo, N. Y.—An increase to 5¼ cents a bushel in the rate charged by Canadian vessel operators for moving export grain from Duluth to Montreal has raised the hopes of Buffalo grain men that there may be a shift from the Canadian to the American route in the heavy movement of export grain from the Great Lakes to the Atlantic Coast. Such a shift would bring the grain thru Buffalo for trans-shipment on the Barge Canal. Since the opening of the navigation season, Canadian vessels have been operating almost at capacity in carrying American grain for export from the head of the lakes to the coast by way of the St. Lawrence. Because Canadian elevator stocks were at low ebb, Canadian vessel owners booked American grain by way of the Canadian route at rates which American vessel owners could not meet.—G. E. T.

Proposed increases in rates on grain and grain products from St. Louis, Kansas City and Omaha to New Orleans was opposed by the New Orleans Joint Traffic Bureau in a reply to a petition of Western rail carriers. The bureau opposes increases to New Orleans from points from which the rates break over those markets; and from interior points in Kansas, Oklahoma and Texas, from which the rates to New Orleans are not directly related to the rates prescribed or published to and from the market points.—R. K.

The Bureau of Motor Carriers has made the following ruling, No. 71: If each of the co-operative ass'ns which compose the federation is a co-operative ass'n as defined in the Agricultural Marketing Act approved June 15, 1929, as amended, and if the powers and operations of such federation do not exceed those defined in the said Act the federation of such co-operative ass'ns is itself regarded as a co-operative ass'n as defined in said Agricultural Marketing Act and vehicles controlled and operated by such federation are exempt from all provisions of the Motor Carrier Act, 1935, except Section 204 relative to qualifications and maximum hours of service of employees and safety of operation or standards of equipment.

The North Atlantic continental lines have suggested that the Canadian liners and the tramps either increase their rates 2 cents per 100 pounds over the present fixed minimums or as an alternative allow the liners operating from United States ports to the continent to accept up to 170 loads of grain per month to Antwerp, Rotterdam or Amsterdam and up to ninety loads per month to Hamburg and Bremen at 2 cents per 100 pounds under the fixed minimums. This readjustment of the grain rate is being sought by the United States-continental lines thru August. The United States-United Kingdom steamship lines have filed a somewhat similar proposal with the Canadian trans-Atlantic conferences asking for a differential factor of 4½ pence per quarter with the privilege of accepting up to 105 loads of 200 tons each per month.

The Canadian Wheat Board will be continued this year, Trade Minister W. D. Euler told the House of Commons May 20, and that a minimum price for wheat will be set before the next crop is marketed. Last year the price was 87½¢ per bushel. Wheat for October delivery is now selling at 84 cents on the prospects for a large crop.

Sunheat on Seed Simulated

Actual sun temperatures are produced by air conditioning today in the germinator trays of the indoor seed testing laboratory of the state of Illinois at Springfield.

The germinator holds 30,000 samples of grain at one time and is kept at a temperature of 68 degrees Fahr. for 14 hours and 86 degrees for 10 hours of the day. By this change in temperature, actual soil conditions are simulated. The rise in temperature represents the sun's heat effect on the seed in the ground.

This "sunheat effect" is produced by a year "round air conditioning system which must move a great volume of air at low velocity to prevent drying of the sensitive grain. Duct work was designed for large volume and gentle air diffusion. To sterilize the air and prevent the growth of fungi on the grain, an antiseptic is used in the air washer.

An electric time switch changes day temperatures to night temperatures and vice versa. However the germinator is operated with days and nights reversed to keep the room at nearly the same temperature as the laboratory when the door is being opened. At night when the laboratory is quiet, the heat from the "sun" is turned on.

The Illinois laboratories are the only state laboratories equipped to turn on the heat of an "artificial sun."

Advantages of Hedging

Address by FRANK A. THEIS, chairman of the National Grain Trade Council, before the Kansas Grain, Feed and Seed Dealers' Ass'n

Since Civil War days, when trading in grain futures had its origin in the United States, this vital and indispensable branch of our trade has been the target for much adverse criticism on the part of political agitators and others desirous of undermining our present system of marketing.

Many of you undoubtedly are better versed in this subject than I am, but in my contact with country elevator dealers, it is evident among some there exists a lack of understanding of this vital phase of our grain marketing system.

Grain Handling Margin Less.—In merchandising of various commodities, a 5 per cent handling margin is generally regarded as very low; 15 to 30 per cent is the selling commission on most types of motor cars. On dry goods, it is around 19 per cent; the orange jobber working between a California fruit exchange and retailer, receives $8\frac{1}{2}$ per cent, with the retail dealer taking an additional 29 per cent. To us, these margins seem high, but they are not at all unreasonable because these dealers are unable to transfer risks inherent to their business and protect themselves by taking a profit large enough to justify the risk in their investment. We could name hundreds of commodities where there is even wider disparity between the producer and consumer price, all of which exists on products which are unprotected against speculative risks.

Hazard Eliminated from Grain Industry.—In the grain industry, however, we have eliminated much of these hazards of uncertainty by setting up a system of protection against price changes occurring over periods of movement from one point to another, or, the elapsed time between acquisition of supplies and their manufacture into edible form. There is necessarily a considerable lapse in time between grain production and grain consumption, not merely because of delays incident to transportation but because grain must be harvested during definite months, whereas, consumption is distributed over the entire year. During this extended distribution period, ownership is lodged in one person, or many, and considerable risk would be involved if it had to be assumed by individuals, or a single group.

Our system of future trading spreads the risk to a great many and almost inevitably to speculators, or investors in commodity values, as I prefer to call them, who are willing to assume the obligation for the chance of commensurate profit. In other words, the speculator bears the greater risk and burden while grain is moving from its source of supply to the point of manufacture and on into con-

sumption, and, it is for this reason that huge volumes of grain can be distributed short or long distances and over long periods, without a trail of financial disaster in its wake.

Hedging.—In the varied services of future trading, the outstanding one is hedging. Whoever owns grain outright, whether it be a farmer with wheat in his granary, a country elevator, exporter, terminal elevator, or miller with grain on hand for manufacturing, is taking a risk in price changes. In this single service of the futures market, hedging purchases and sales, every faction of the grain industry from the producer to the consumer, is benefited as it provides insurance against loss in price swings. Hedging has the definite purpose of protecting profits, in limiting losses, and is the greatest safeguard of bank credits.

A study made some time ago by a department of agriculture economist, disclosed that a perfect hedge, that is an equal rise or fall in the price of the basic future bought or sold against the cash article, occurred in a minor percentage of instances, but the records were indisputable in the proportion of gains in the hedge as compared with losses. This study covered a period of one year, with the prices for wheat, corn and oats taken for one day each week and assuming the hedge was placed on Monday of one week and closed the next.

It involved 781 cases, with results showing there were 50 instances of neither loss nor gain, or exactly the desired object in placing the hedge and insuring the merchandising or storage profit. Instances of loss in the hedging practice totaled 328, and there were 403 instances of gain, or a margin of 23 per cent. Of course, the latter reflected the fact that carrying charges operate in favor of the hedger.

A further analysis of the figures, showed that in the case of wheat, 21.2 per cent of losses and gains were less than $\frac{1}{2}$ cent, 47.8 per cent were less than 1 cent and 89.9 per cent were less than 4 cents. In corn and oats, less subject to radical changes in world supply and demand conditions, the percentages of gains and losses from the hedging operation were even more in favor of this method of protecting against price fluctuations.

Spread Between Cash and Futures.—Taking an average season, relationships between various qualities of wheat and basic futures seldom cover a range of as much as 10 cents, which is the maximum of loss that a handler can sustain if the grain is purchased when the relation is highest and sold when it is the lowest. This combination seldom occurs and as stated previously the chance of sustaining more than a few cents loss is infinitely smaller than the possibility of adverse price

movements of much greater severity. Many branches of the trade recognize the small risk involved in maintaining a hedging position at all times and consequently give less attention to probable price action than to possible trends between futures and carlots.

I do not wish to infer that hedging is an exact science or that it is the simple and easy art that some commentators would make us believe. In the first place, it is necessary to select one of several futures and the particular one that has a close and definite relationship to the kind and grade of cash grain to be hedged. Furthermore, a proper selection of futures at the time of placing the hedge is not a guaranty of constant and continuous future relationship.

Carrying Charges Expected.—With large yields in sight this year, with probability that average protein will be lower, we can visualize restoration of carrying charge differences between futures. In such event, country elevator operators who ship and sell grain stored for farmers for only a nominal charge, or none at all, will be placed in a hopeless position. By so doing, he will allow the farmer to escape the cost of carrying grain which he rightly should assume if he does not desire to sell immediately, but even the farmer does not escape for long, for an inefficient and poorly managed institution, co-operative or otherwise, is in the end, an expensive luxury.

Failure to Hedge Due to Lack of Knowledge.—It is deplorable that the smaller branches of the grain trade, notably farmers and co-operative country elevators, do not more generally follow a practice of hedging grain as it is purchased from producers and removing the hedge when ownership of the commodity is transferred. To a considerable extent, this is probably due to the lack of knowledge of stockholders or directors of such institutions of the highly valuable functions of hedging and the inability or unwillingness to differentiate between hedging and outright speculation.

To overcome this lack of understanding, it should be the duty of every country elevator manager and grain man to preach the gospel of hedging and the equal necessity of maintaining an open and competitive future trading market to the end that distribution of the risk of handling grain may continue to be diffused to those having particular talents or finances to assume same and dealers profits commensurate with his contribution to meeting world needs of foodstuffs assured.

It may interest you to know that my firm was established 54 years ago and not in a single instance have we ever carried a stock of grain unhedged. We are merchandisers and our operations are strictly confined to seeking a carrying and handling charge from which the earnings in our business are realized.

In the absence of a futures market, bids to the country would be freely made only upon a wider price margin than that which now prevails.

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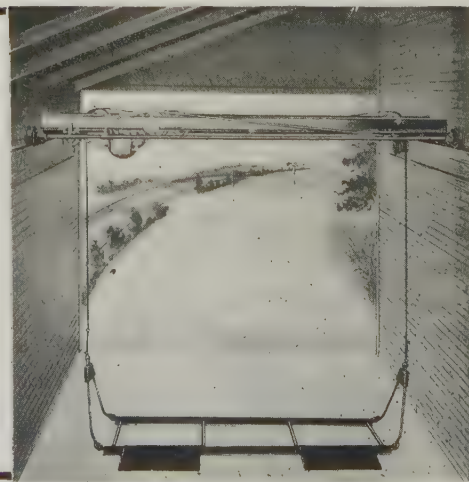
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- TELESOPING AXLES absolutely prevent wheels binding or pinching on tracks and raising up if walls warp.
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- GREATER EFFICIENCY—Exclusive gear reducing mechanism gets 40% greater efficiency per horse-power with standard-make, high-torque motor.

For Literature Address Desk C

PORTABLE ELEVATOR MFG. CO. BLOOMINGTON, ILLINOIS



Safeguard of Bank Credits.—The value of our futures market in safeguarding bank credits can not be emphasized too forcibly. When grain merchants conduct their business in a safe manner by hedging their purchases or sales, they are enabled thereby to obtain much larger sums and at lower rates of interest, than would otherwise prevail.

Commodity Exchange Administration.—It has been the duty of Dr. J. W. T. Duvel, chief, and J. M. Mehl, assistant chief, of the Commodity Exchange Administration to formulate rules and regulations supplementing the act and governing all phases of futures trading. As chairman of the National Grain Trade Council, representing the principal grain exchanges in this country, I have counseled with these two officials many times. I want to take this opportunity to commend them for the intelligent manner in which they have conducted their office. All of us have appreciated their sincerity and practical approach in establishing this supervision.

True hedging does not consist in merely an occasional hedging sale when you think the market may go against you. It means hedging every bushel of grain, aggregating 1,000-bu. units, day in and day out, without any departure from this policy.

Hedging in the Kansas City futures is very inexpensive. The commission for the round turn; that is, selling the future and buying it in again, is \$10 per 5,000-bu. lots or \$3 per 1,000-bu. lots. Figured on a bushel basis, this means only 2/10 of 1 cent per bushel for a protection against undue loss and eventual failure in business. We think no dealer can afford to be without this cheap protection.

Crop Insurance Corporation Announces Storage Policy

The Board of Directors of the Federal Crop Insurance Corporation, thru its manager, Roy M. Green, announced today its policy with respect to the storage of wheat acquired as premiums for crop insurance.

"Insofar as practicable," Mr. Green stated, "it will be the policy of the Corporation to store its wheat reserves in areas where the wheat is produced, so long as this policy is consistent with the efficient operation of the Corporation."

The Corporation is now making a preliminary survey of licensed and bonded storage facilities, both state and federal, to ascertain the amount of space available, and carrying charges.

Wheat Marketing Quotas This Year Impossible

Secretary of Agriculture Henry A. Wallace announced today that since funds for making parity payments on wheat had not been provided, NO marketing quotas will be established for the 1938 wheat crop.

The Agricultural Adjustment Act of 1938 sets May 15 as the latest date for establishing a national wheat marketing quota, subject to a referendum by wheat growers. The law also provides that no wheat quotas can be in effect during the marketing year beginning July 1, 1938, unless provisions for parity payments in connection with the 1938 wheat crop have been made prior to May 15, the latest date for proclaiming a wheat marketing quota. Since no provisions for parity payments have been made, there will be no wheat marketing quota this year.

AAA officials today pointed out that a wheat marketing quota would have been proclaimed if parity payments had been provided for within the required time.

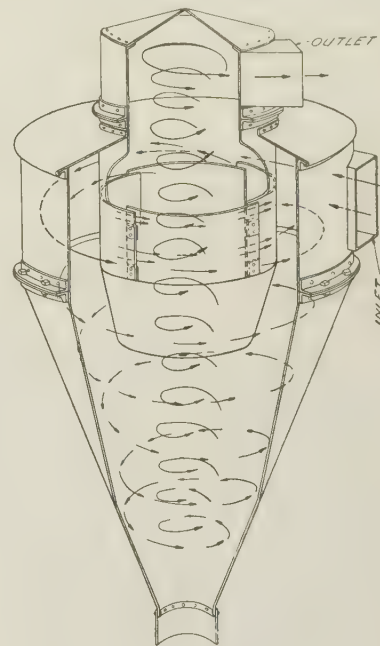
The Farm Act (Section 335) provides that when the total supply of wheat, as of the beginning of any marketing year, will exceed a normal year's domestic consumption and exports by more than 35 per cent, the Secretary shall proclaim the fact not later than May 15 prior to the beginning of that marketing year. Following such a proclamation, a national marketing quota automatically goes into effect for the marketing year beginning July 1.

Wheat is the only crop for which marketing quotas this year are contingent upon provisions for parity payments. Marketing quotas already are in effect for cotton and flue-cured, Burley, and the dark tobaccos. Establishment of a marketing quota for corn, subject to a referendum by corn growers, depends on the estimate of total supply made following the August crop report. The Agricultural Adjustment Act of 1938 provides that there shall be no marketing quota for rice this year, or for cigar-filler tobacco, Type 41, for this year or next year.

New All Metal Dust Separator

The Day Company, for many years leaders in dust control equipment for grain handling plants, have brot out a new and improved dust separator specially designed for general mill applications.

The principal features of this all metal dust separator are:



All Metal Dust Separator

1. High separating efficiency over a wide volume range.
2. Comparatively low resistance which means less power to operate.
3. Less space requirements.
4. Air discharged in horizontal position and at any angle with the intake position.
5. Internal skimmer design resulting in high separating efficiency.

This dust separator has been developed over a long period of experimentation and thoroughly tested under actual operating conditions on such materials as clear wheat flour, corn dust, bran, etc.

The arrangement of internal stack and tangent outlet results in a high centrifugal action in the stack which is built in sections with open ports which acts as internal skimmer, carrying a small volume of air and any light dust entrained in the outlet stack back into the incoming air stream.

The moderately long cone and the air outlet in the horizontal position adapts it for inside installations with a minimum of head room space.

British Government Wheat Purchases

Sir John Simon, Chancellor of the Exchequer, revealed in his budget speech Apr. 26 that the British Government had early this year secretly purchased sufficient supplies of wheat, whale oil and sugar to supply civilian needs during "the early months" of a possible war. The purchases had been made secretly in order to prevent prices being raised through knowledge that the government was coming into the market.

The 6,000,000 to 14,000,000 bus. purchased, as estimated by the trade, is inadequate as a war reserve, since the United Kingdom consumes 280,000,000 bus. of wheat annually.

Having committed itself to the accumulation of large stocks it remains to be seen how much wheat will be purchased in the future and what provision will be made for storage.

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GOODRICH BROS. CO. ELEVATOR
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Feedstuffs

Puyallup, Wash.—The Feed Dealers Day, spring meeting, will be held here at 10 a. m. to 4 p. m., June 9, at Western Washington Experiment Station.

New Richmond, Wis.—At the district meeting of the Central Retail Feed Ass'n, May 3, it was voted to hold the annual picnic some time in June. Fifty were in attendance; and the entertainment was furnished by the New Richmond Roller Mills.

Chicago, Ill.—Paul J. Bishop of the Corn Products Refining Co. was elected chairman of the midwest section of the Ass'n of Cereal Chemists at the recent annual meeting. Dr. H. D. Bull spoke on protein denaturation, pointing out that the amino acid residue has a constant numerical relation to the protein structure. In other words, the various proteins vary in molecular weight, and it is found that the amino acid residue varies universally in multiples of 288.

Portland, Ind.—Haynes Milling Co., Inc., entertained their "State Pilot" dealers at a banquet May 13, at the Portland Country Club. A special chicken dinner was served from 1938 spring chickens that were grown right in the company's office. E. M. Haynes had arranged a very unique program for the occasion. A

quartet furnished excellent singing and harmony thruout the entire program. Good speakers gave informative talks and the meeting was closed with a word of appreciation by Mr. Haynes.

Oregon Feed Dealers Association Wins 2 to 1

In a friendly attendance between the Oregon Feed Dealers' and the Washington Feed Dealers' Ass'n for 1938, Oregon won by a score of 2 to 1 when at least 200 dealers gathered in the Multnomah Hotel, Portland, May 13th, for their one-day session.

The meeting was opened by Howard Hadley, President, who introduced to the members and visitors the new officers of the Oregon Ass'n.

E. H. BINGENHEIMER of Salem is the new president. Al Bashford of Roseburg was elected vice-pres.; Daniel Hogan, treas., and Leon S. Jackson, manager; Gordon Burlingham of Forrest Grove, and Warner Wilkie, Ray Pooley and John Alexander, all of Portland, are the new members of the board of governors.

Former Mayor Geo. L. Baker, head of the Columbia Empire Industries, in a short address urged the dealers to do their share to correct the sorry condition of the nation, and again declare themselves real Americans, not to be controlled by a misguided few who temporarily hold the reins.

He was followed by another inspirational speaker, R. B. Ambrose, Sales Manager Portland Woolen Mills, who declared that prosperity could not be restored by "spending countless millions on alphabetical projects."

The dealers were especially busy with note books during the address of Noel L. Bennion, Extension Poultryman, Oregon State College, who showed the dealers where this industry, more aggressively cultivated would help in adding to feed sales.

Greetings from the Washington Feed Dealers were brought and ably presented by Ralph Johnstone, president of Pacific Northwest Feed Ass'n.

"The Egg and Poultry Market Outlook" was given by C. W. Norton, President Northwest Poultry & Dairy Products Co., who gave figures, production sales and storage on all kinds of eggs, and that indications for increase in sales during the balance of the year were fairly good.

"The Winter of Our Discontent" was the subject of a short address by E. B. McNaughton, President First National Bank.

Report of the World Poultry Congress was given by Fred Cockell, Chairman Oregon committee.

Another fine inspirational address "What Makes Life Worth Living," was given by Dr. Elam J. Anderson of Linfield College and proved to be most interesting and instructive.

M. S. Shrock presided in his usual efficient manner at the afternoon session. During the session the dealers stood at attention for a few moments in honor of Roy Adams, a former prominent member, who passed away in February.

The sessions were officially closed with the annual banquet.—F. K. H.

Sawdust amounting to about 80,000 tons will be shipped from the Wm. Richtman mill at Custer, S. D., to points in Nebraska and South Dakota for grasshopper bait. About 65 men are loading an average of 18 carloads daily.

Wage Bill Harmful to Feed Trade

Eugene C. Dreyer, St. Louis, Mo., chairman of the Feed Trades Relations Council of the Grain and Feed Dealers National Ass'n, is calling attention of the trade to the importance of the wages and hours bill now before Congress. Mr. Dreyer states that "The bill is given at least a 50-50 chance of passage this session, because of new political developments, altho two weeks ago it was thought to have been killed for this session."

"The bill provides for minimum wages of 40c per hour, and for a maximum work week of 40 hours, to be attained at the end of three years. The first year, the minimum wages would be 25c per hour, with a maximum work week of 44 hours. Beginning at once, the maximum work day would be eight hours, with time-and-one-half required for more than 8 hours per day, or more than 44 hours per week."

"However, remember that the bill provides that there shall be exemptions for 'any employee engaged in a bona fide executive, administrative, professional, or local retailing capacity. . . . Undoubtedly, the feed retailers in most places qualify for this exemption. Any industry would be included in (or exempted from) the provisions of the act, after a hearing before the Sec'y of Labor. The decision would be upon the whole industry, rather than upon individual firms, we believe. Still this seems to allow almost certain exemption for retail feed stores generally, if they are not combined with jobbers and manufacturers in one nation-wide trade. Your group in the National Ass'n is proceeding on the assumption that the retail feed groups, at least, will be

Imports and Exports of Feeds

Imports and exports of feedstuffs during March and during the three months ended with March, compared with the like periods of 1937, as reported by the Bureau of Foreign and Domestic Commerce, were as follows, in tons of 2,240 lbs., except where noted otherwise:

	IMPORTS		10 months ended March	
	1938	1937	1938	1937
Hay*	2,349	27,441	8,961	72,242
Coconut cake† ..	7,186,092	7,732,037	19,853,972	44,950,949
Soybean cake† ..	3,761,159	17,083,104	6,985,561	47,994,258
Cottonseed cake† ..	148,000	4,494,580	1,035,500	13,692,926
Linseed cake† ..	834,000	4,922,200	2,120,000	11,051,201
All other cake† ..	663,227	6,386,420	4,444,645	12,825,731
Wheat feeds* ..	827	56,566	4,796	126,406
Beet pulp	6,982	4,360	14,737	23,712
Tankage ..	2,184	6,417	6,103	11,945
Fish scrap ..	6,771	7,887	13,955	20,879
EXPORTS				
Hay	12,761	128	48,861	349
Cottonseed cake ...	1,257	31	15,935	35
Linseed cake ...	18,568	26,604	56,826	59,865
Other oil cake ...	1	57	26	261
Cottonseed meal ...	968	131	7,286	850
Linseed meal ...	675	959	3,675	2,719
Other oil meal ...	4,314	503	13,851	2,084
Fish meal ...	40	25	311	99
Mxd. dairy feeds† ..	580	137	1,631	345
Mxd. poultry feeds ...	...	157	...	472
Oyster shells ..	1,810	6,161	8,267	13,414
Other prepd. and mixed feeds ...	243	73	661	193
Other feed, bran ...	3,431	738	7,271	1,434
Kafir, milo, bus.	14	12	149,277	1,191

*2,000-lb. tons.

†Pounds.

‡Includes mixed poultry feeds during 1938.

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by F. B. Morrison

has always been a leading authority. The new 20th edition has been entirely rewritten and revised to contain the latest information on livestock feeding and nutrition. Extensive data are presented concerning the mineral and vitamin content of important feeds. It contains 1,156 pages and 95 informative illustrations. The study of this authoritative book will enable you more intelligently to suggest and compound worth-while rations. Well bound in black keratol, durable covers; weight 5 pounds. Price \$5.00, plus postage. Send for your copy now.

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Chicago, Ill.

exempted as a national industry engaged in purely local retailing.

"We do not imply by this that any feed dealer, retailer or wholesaler or manufacturer, should rest on this assumption. The opposition to the bill, as a whole, should be voiced by all of the trade interested. Letters of opposition should be addressed to your members of Congress.

"The Labor Department, we understand, has dropped any plan to write labor standards for the feed industry under the Walsh-Healey Act. However, if feed trades are exempted under the proposed national labor act above, we will again have to watch for a move toward labor standards under the Walsh-Healey Act."

Feed Inspection in California

Under the Commercial Feeding Stuffs Act passed three years ago, the California Department of Agriculture has been making an inspection of feed manufacturing plants, and for two years has been sampling feeding stuffs material.

L. M. Jeffers, chief of the Bureau of Field Crops, in an address before the California Hay, Grain & Feed Dealers Ass'n, stated that:

Up to the present time, our policy has been to send laboratory reports only to the manufacturer whose name appears on the label. We are now giving serious consideration to a change in this policy, whereby we would send to the mixer, in whose plant we found concentrates which he was using in his mix, a copy of the report on the official sample. There are arguments to be presented on both sides, but it appears that such a procedure would benefit the consumer, since by this method the mixer would be definitely advised as to shortcomings in any concentrate, and thus be able to more definitely regulate his mixes. It is realized that the concentrate manufacturers and distributors, and perhaps the large mixers, would not approve of this system, but it most certainly would be beneficial to the small mixer who does not maintain his own laboratory and cannot afford to have a laboratory control on all his ingredients and mixes.

During the last ten months, our laboratory has doubled in size and the figures indicate that we have spent more than we have received. This surplus investment is for capital investment and is not properly chargeable to this specific six months' period.

Each plant or store, manufacturing or distributing feed, is required by law to register with the Department and pay a \$2 annual registration fee. Each ton of feed sold or offered for sale to the consumer-buyer must bear evidence of having paid a tax at the rate of 4 cents a ton. This is the lowest tonnage tax in the United States.

It is our carefully considered recommendation that no attempt be made to reduce the tax, but that the registration fee be reduced from \$2 to \$1.

During 1937, there were 7,805 official samples taken, and, on this basis, each sample represented 236 tons of feed. Considering the total revenue and the number of samples handled, the cost of administration, field sampling, and laboratory work amounted to \$10.60 a sample. On the basis of actual laboratory cost, there is indicated an average cost of \$2.90 a sample for laboratory analyses.

We have comparable information from only one state, Texas. This report indicates that tax was paid on 1,443,522 tons of feed. They have a tax of 10 cents a ton. The data they publish indicate that they handled 3,473 samples, which means that there was one sample for each 418 tons of feed sold. On the basis of taxes paid and samples handled, the cost per sample was \$41.80. It therefore appears that we not only have the lowest tonnage tax in the United States, but that our costs per sample are decidedly low.

More Carotene in Dehydrated Alfalfa

W. H. Test reported in the Pacific Rural Press that alfalfa taken from the field and properly dehydrated will contain more carotene than the same alfalfa sun-cured, but the ratio will be much less than 2.25 to 1.

Samples taken in the open market, from every dehydrator in the United States over a period of three years showed average carotene content of 15.8 milligrams per 100 grams, ranging from a low of 5.93 to a high of 33.18. During the same period the laboratory record shows an average for sun-cured of 13 milligrams per 100 grams, ranging from a low of 6.26 to a high of 24. The protein of the sun-cured samples averaged +20% and the fiber -18%, while the dehydrated protein ran from a low of 15% to a high of

23.86%, with the fiber from a low of 16% to a high of 28.5%.

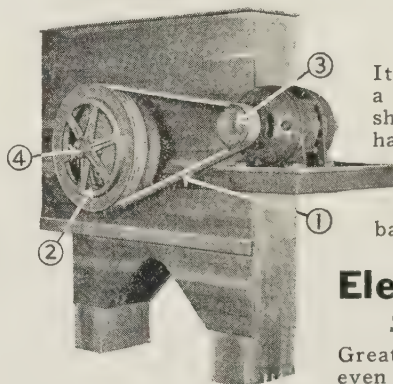
During a three-year period only one sample of dehydrated alfalfa meal failed to show evidence of overheating. The loss of feed value of various concentrates, when over-heated during processing, is well known.

As a feed source of protein, carbohydrates, minerals and vitamins, alfalfa is much too important an item for animals and poultry to leave unknown any factors of doubtful value or actual harm. Its most abundant vitamin is carotene, and it is the most dependable source of vitamin A. It is the most important stable source of carotene or vitamin A. Carotene is called a provitamin because when eaten the body processes convert it into true vitamin A. So far as known, true vitamin A does not exist in vegetable tissues. Alfalfa also contains important amounts of vitamins G (riboflavine) and E.

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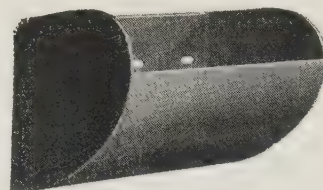
Head Drive

It's the ONLY head drive that will deliver so high a percentage of your motor's power to the head shaft. Note these features: The V-Belt drive (1) has been proved 99% efficient. The automatic Back Stop (2) can't fail and can't stick. Leg speed can be changed easily by changing (3) sheave on motor. Planetary gears (4) in oil bath, 97% efficient.

Elevator Cups Superior D.P.

Greater capacity at an even speed. Their design

permits closer spacing than ordinary cups and assures complete discharge. Why not get this higher efficiency return on your operating cost?



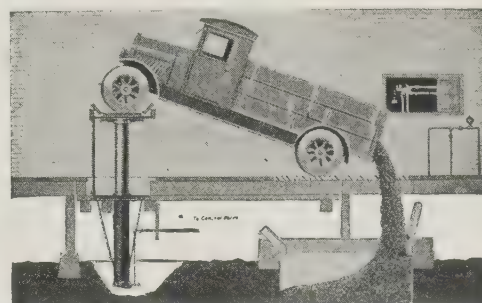
Calumet

The design of this bucket results in maximum efficiency in picking up the material in the boot and gives a perfect discharge at any reasonable speed. Speeds can be varied greatly to suit individual requirements. Calumet buckets can be spaced closer (continuous in fact) and will discharge at higher speeds than any other bucket.

Rubber Covered Belting

Efficient, durable and moderately priced. Assures high rate of power transmission and long life. The belting is non-

stitched, seamless, and is made to give you more than your money's worth.



Pneumatic Dump

It is the only vertical-lift dump that can be hung from the scale timbers. This means lower installation cost and, most important of all, no interference with correct weighing. Handles all trucks quickly, quietly and safely. Write for particulars.

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Poultry Feeds and Feeding

Fort Worth, Tex.—Henry O. Stephens, doing business as Stephens Mfg. Co., was fined \$300 in the U. S. district court for fraudulently representing that Eggstractor Poultry Builder was effective as a tonic, appetizer and conditioner for poultry, sheep, hogs and dogs.

Results of experiments do not warrant the higher protein level of approximately 17.5 per cent in developing mash, and that this level, during the developing period, may be reduced to at least that of the second level under test, or approximately 15 per cent, with the possibility of further reduction without creating a hazard to the future performance of the birds.—Annual report of North Carolina Agr. Exp. Station.

In a study on the material present in a commercial monocalcium phosphate which exerted a perosis-preventive action. The essential conclusions have been noted, Wilgus, Norris and Heuser found, that a mixture of manganese, aluminum, and iron was entirely perosis-preventive in the presence of limited amounts of calcium and phosphorus. The calcium, phosphorus, and manganese content of a number of feeding stuffs is indicated, with evidence that the perosis-preventing properties of certain cereal products are related to their manganese content.

Washington, D. C.—The major point of interest in the Chicago feed-egg ratio in April is not that 6 to 7 dozen of eggs were required to buy 100 pounds of poultry ration, but that by April 23 it took 5 per cent less than the 10-year average number of eggs to buy 100 pounds of ration. This is the first time since the middle of 1936 that the Chicago feed-egg ratio has dropped below average, though it has become increasingly favorable to producers since last October. The decrease in the ratio has come about both from a decline in feed prices and an advance in egg prices.—Buro of Agricultural Economics.

Molasses in Poultry Rations

C. W. Upp of the Louisiana Station reports in Bull. 289 on the effects of adding various percentages of molasses to all-mash laying rations, all-mash chick-growing rations, and finishing rations.

At the levels fed, molasses in the laying ration did not significantly affect the feed consumption, live weight gains, percentage mortality, or egg weight, and egg production on such rations compared favorably with that of the control group. Ten per cent of molasses exerted a pronounced laxative effect and is considered the maximum amount permissible in the diet. It is recommended that not over 7.5 per cent be used in an all-mash laying ration or 15 per cent in a laying mash fed with grain.

Chick rations in which yellow corn was replaced by molasses at 5 or 10 per cent levels resulted in practically as good growth as on the control ration. However, at the 15 per cent level, the ration proved excessively laxative for most chicks, and results were generally unsatisfactory. A ration containing 10 per cent of molasses in place of rice bran was definitely inferior to the check ration, perosis occurring consistently in the lots which received no rice bran. It is recommended that not more than from 5 to 7 per cent of molasses be included in the chick ration.

Rations containing 10 or 15 per cent of molasses with 8 per cent of dried buttermilk and 7 per cent of cottonseed meal gave good results during short fattening periods. Increasing the percentage of buttermilk caused such rations to be too laxative. A single test indicated that the dressing percentage of

molasses-fed hens was somewhat higher than that for the check group. No difference was evident in the palatability of broilers receiving the different rations.

Vitamin Feeding Experiments with Poultry

THE POULTRY keeper should insist on cod liver oil with definite guaranties of vitamin potency, declares Dr. E. M. Cruickshank, in *Harper Adams Utility Poultry Journal*. For standards he sets a minimum of 1,000 International Units of vitamin A per gram, a minimum of 100 International Units of vitamin D per gram, a blue value not less than 10, less than 0.6% free fatty acid, and less than 1.5% unsaponifiable matter content. The top level of cod liver oil for intensive poultry feeding he sets at between 1% and 2%.

* * *

DRIED, neutralized whey was found to contain 11% more vitamin G than dried skim milk and dried sweet cream buttermilk contained 94% more in studies by V. Heiman and J. S. Carver at the Pullman, Wash., experiment station. The standardized method for determining the vitamin G contents of these products consisted of a two-week depletion period, followed by a four-week experimental period. Five lots of 15-day-old sexed Leghorn cockerels were used in the tests.

* * *

A SIX WEEKS feeding trial by A. E. Tupper and R. C. Durgin at the agricultural experiment station at Durham, N. H., demonstrated that increased vitamin A consumption by growing chicks tended to increase feed consumption; that chicks required relatively high amounts of vitamin A during the initial starting period; that the vitamin A consumed per 100 grams of feed should be at least 108 U. S. P. units for most economical feeding results.

* * *

THE HILGER vitameter E value and the antimony trichloride blue value methods gave results of the same order in tests to determine the vitamin A potency of 32 samples of cod liver oil, conducted by A. D. Holmes, F. Tripp and G. H. Satterfield, as reported in *Industrial & Engineering Chemistry*. The free fatty acid content of an oil, however, showed no direct relationship to the amount of red color or yellow color produced by the antimony trichloride solution, and the results showed that the free fatty acid and unsaponifiable material in an oil bore no consistent relationship to its vitamin A potency.

* * *

ALFALFA LEAF meals varied greatly in their vitamin A potency in tests conducted with growing chicks, by B. W. Heywang and H. W. Titus, as reported in the *Journal of Agricultural Research*. As little as 1.5% of the best alfalfa leaf meals in a vitamin A deficient basal ration proved adequate for good viability and growth, but not less than 5% of an alfalfa leaf meal of unknown potency was recommended for use in a chick growing ration. The evidence indicated an increase in the vitamin A requirements per unit of feed with increasing age of the chicks.

The trials compared Arizona, California, and

Colorado sun-cured alfalfa leaf meals, California alfalfa powder, and California and Oklahoma dehydrated alfalfa leaf meals. The control rations on the positive side contained fresh alfalfa, cod liver oil, or fresh carrots, and the basal diet, unsupplemented, on the negative side.

More Brewers' Grains Produced

Brewers' dried grains output during April of 9,220 tons was 1,000 tons smaller than the March output. Last year April production exceeded that of March by almost 1,600 tons and 2 years ago by 1,100 tons. Production for the 10 months ended April 30 amounted to 89,650 tons, against 90,580 tons a year earlier and 74,900 tons two years previously.

Good Program for Milwaukee Feed Meeting

Men of national reputation will be among the speakers at the 13th annual convention of the Central Retail Feed Ass'n, at Milwaukee, Wis., June 6 and 7.

Dr. Glenn Frank, former pres. of the University of Wisconsin, will speak on the outlook for agriculture; Phil S. Hanna, Chicago, on the outlook for business; A. G. Philips, Chicago, on retail merchandising; Ralph Ammon, Madison, director Wisconsin Department of Agriculture; Professor O. S. Aamodt, of the University of Wisconsin; Otto Bast, Minneapolis, pres. Grain and Feed Dealers National Ass'n; and W. W. Cummings, sec'y of the Ohio Grain, Mill and Feed Dealers Ass'n.

Radio stars from WLS will furnish entertainment at the banquet Monday evening; and the Blatz Brewing Co. will be host at a stag luncheon to the visitors, at the brewery.

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by Lippincott & Card

(5th Edition—Revised)

Every elevator that grinds and mixes poultry feeds needs this new, quick-reference volume, devoted to practical management of poultry enterprises. Prepared by noted authorities. Considers culling, prevention and cure of diseases, incubation, brooding, housing, ventilation, etc., and gives 63 pages to selection and compounding of feeds, to feeding methods and the nutrient requirements of poultry.

Bound in cloth, 5½x8 inches, 723 pages, 238 illustrations, fully cross indexed. Weight 4 lbs. Price, \$4.00, plus postage.

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Corn Gluten Feed, Corn Oil Cake Meal,

Brewers' Dried Grains

Malt Sprouts

ANHEUSER-BUSCH

ST. LOUIS

Kansas Dealers Follow Varied Program

[Continued from page 435]

Atchison, Kan., sent: C. H. Blanke and A. J. Eymann.

Grain Dealers Mutual Fire Insurance Co. was represented by: E. M. Van Horn, F. S. Rexford and R. T. Blood.

SALINA was represented by: D. P. and Lee Lorenz; E. C. Wyatt; E. L. Rickel; Bill Young; H. W. Carlson; Grover Simpson; J. J. Owens; J. T. Hutchings; S. A. Pribble; B. Lynch; Jake Pile; Ralph Vestal; R. A. Wallace; Bob McGearry; J. D. Tinkelpaugh; W. M. Hart; Irwin Rickel.

WICHITA representatives included: J. A. Shields; L. E. Raymond; R. R. Roth; Bill Kopp; Bill Root; R. W. Smith; L. A. Patterson; H. L. Chawning; O. E. Biddell; A. W. Gill; R. B. Waltermire; L. F. Cress; B. L. Orrick and Paul V. Elliott; James E. Bennett & Co.; I. H. Blood; G. H. Edwards; C. A. Baldwin; A. Woodside; Sam P. Wallingford; W. W. Wallis; J. R. Harold; E. B. Craig; C. Ogren.

KANSAS CITY was represented by: W. E. Root; H. Harding; H. Rugh; L. C. Herwig; Hearne Christopher; Frank Bruce; A. W. Hunt; Scott Bateman; J. H. Woodridge; B. E. Orr; Scoular-Bishop Grain Co.; J. P. Ewing; W. C. Van Horn; T. R. Slocum; Les Grubb; Boots Gear; R. T. Irons; G. A. Johnson, Wolcott & Lincoln; W. D. Farmer; Jack Leahy; C. J. Gundelfinger; S. Warner; J. S. Geisel, Jr.; E. Wallingford; W. B. Pickerell; R. A. Kelly; J. J. Kraethli; R. A. Chears; L. A. Brown; J. Gassert; J. Hughes; E. C. Meserve; E. H. Hilt; Harry Hartshorn; F. M. Ward; F. B. Clay; W. E. Gragman; L. C. Worth; E. A. Cayce; E. M. Gates; Geo. P. Scoular, Scoular-Bishop Grain Co.; Geo. Aylsworth; Ed Klecan; Frank A. Theis, Simonds-Shields-Lonsdale Grain Co.; L. J. Byrne.

KANSAS DEALERS PRESENT included: J. H. Voss, Downs; J. E. and E. E. Ogren, Ark. City; G. E. Day, Burrton; Claude Cave, Dodge City; W. L. Drake, Humboldt; J. F. Moyer, Dodge City; A. R. Dean, Blue Rapids; Lester McDonald, Satanta; H. C. Higginson, Quinter; R. A. Starkey, Grainfield; Paul R. Bailey, Glen Elder; Carl Thierolf, Beloit; J. M. McCray, Atchison; L. H. Kueker, Belleville; C. P. Kelso, Pittsburg; C. A. Kalbfleisch, Harlan; John Baldwin, Gaylord; Fred Casterline, Dodge City; V. M. Harris, Scott City; G. A. Fleming, Hillsboro; M. A. Walton and John Sabowsky, Newton; Vance Rucker, Manhattan; W. D. Allen, Richland; J. F. Brown, Howard; Wm. Veith, Independence; Murl Thinney, Varner; C. E. Powell, Eldorado; Royal Cox, Iola; Carl E. Specht, Piqua; W. D. Atherton, Peabody; Lawrence Kohn, Tipton; R. L. Miller, Kinsley; D. F. Friesen, Cheney;

Chas. G. Smith, Dodge City; Lou Rethorst, Spearville; Dan Sullivan, Ulysses; Joe Hall, Dodge City; J. A. Werner, Alden; J. L. Lowe, Horton; Harold Regier, Buhler; Mr. Humburg and W. E. Money, Bison; E. E. Vosburgh, Lewis; H. W. Clayton, Dunlap; Charles Spangler, Walton; Jack Langworth, Smith Center; J. S. Friesen, Lehigh; Frank Conner, Clay Center; Paul Hennenhofer, Ellsworth; Sherman Andrea, Holyrood; J. R. Demmitt, Grenola; E. R. Sanner, Newton; Tom Bates, Dodge City; G. F. Friesen, Furley; Keith Anderson, Clyde; L. C. Pierce, McPherson; W. C. Thompson, Marysville; O. E. Rice, Athol; John F. Stoskopf, Hoisington; A. T. Ingman, Watertown; R. C. Small Grain Co., Anness; D. L. Anderson, Clyde; J. R. Manuel, Delphos; L. A. Adler, Goddard; Elmer L. Buster, Norton;

Will Donnelly, Little River; W. T. Voils and Price Feuguay, Wellington; A. L. Willard, Cheney; W. G. Hendricks, Athol; W. J. Sanderson, Bentley; J. H. Schnackenberg, Anthony; W. G. Hopkins, Garden City; A. R. Moberley, Sterling; O. D. Bruggemann, Wakefield; M. G. Prewett, Tescott; C. G. Hopkins, Sylvia; Earl B. Gore, C. R. Beer and E. E. Plumb, Sanford; P. G. Spencer, Lehigh; Charles W. Grove, Sanford; E. B. Rauckman, Tampa; Wm. Kopper, So. Haven; C. H. West, Rydal; Emery and Pete Underwood, Lawrence; Ralph L. Scott, Garfield; S. D. Martin and S. R. Stownont, Dighton; Ben Raines, Turon; E. J. Hahn, St. John; R. C. Daniels, Sylvia; Lawrence Smith, Seward; R. F. Burt, Viola; M. D. Fisher, Canton; E. G. Warrenton, Lehigh; Lyle Layne, F. R. Jones, Harry Ponton and Joe Downey, Simpson;

W. H. Hines, Anthony; A. L. Flook, Galva; John P. Junk, Corinth; R. C. Webb, Windom; Henry Hake, Tipton; R. C. Rice, McPherson; O. D. Stewart, Grainfield; Henry Janousek, Ellsworth; John H. Parker, Manhattan; L. Fulkerson, St. Francis; Wallace Seibert, Canada; W. W. McClellan, Calista; Harley Dickinson, Ashland; E. O. Miller, Anthony;

W. R. Bullen, Minneapolis; E. L. Graham, Cimarron; Vernon E. Baker, Ashland; C. H. Lehman, Linn; Walter Litz, Sitka; H. M. Brown, Stafford; C. M. Light, Liberal; S. W. Smith, Canton; Norris S. Woolridge, Brown Spur; Phillip Haney, Neola; F. U. Holmes, Castleton; P. T. Nickel, Buhler; P. E. Kaufman,

McPherson; J. J. Kaufman, Moundridge; C. C. Smith, Conway Springs; Geo. Kelsey, Larned; O. C. Glenn, Haviland; Ira Rankin, Jetmore; J. Melvin Decker, Jr., Concordia; R. A. King and C. E. Durham, Larned;

Wood Davis, Concordia; R. C. and A. O. Teichgraeber, Eureka; Mark D. Lewis, Conway Springs; Harold V. Trusler, Emporia; F. P. Bowen, Maize; E. G. Brown, Arlington; J. H. Greenough, Solomon; C. H. Saathoff, Meade; A. L. Dean and L. Miller, McPherson; S. L. Schulte, Beloit; C. W. Samuelson, Sand Springs; Geo. Betz, Asherville; E. Waknitz, Bazine; P. E. Burnett, Cottonwood Falls; E. Thompson, Norway; L. E. Weigel, Hoisington; and S. S. Franse, Dodge City, with Wolcott & Lincoln; R. O. Clark, Herrington; J. O. Ross, Wamego.

Transportation in the Grain Trade

By WALTER R. SCOTT, Executive Vice-President, Associated Southwest Country Elevators
Kansas City, before the Western Grain and Feed Dealers Ass'n.

Grain is a heavy commodity and must be moved from place to place with resulting costs for transportation. It is also a staple commodity, not generally sold by trademark or otherwise than by quality. This, together with the common practice of hedging, results in very small margins of profit, and small differences in freight rates become extremely important between competitors. The margin of profit in the handling of grain is so small that any part of transportation charges cannot be absorbed. The grain trade, therefore, must constantly strive to keep on a competitive basis of equalized freight rates.

Recent years have seen the development of a new form of grain transportation from the surplus producing areas to the consuming sections. This new form is the motor carriers on the public highways.

The level of railroad freight rates at present is such that these new carriers are able to compete extensively with the railways because their costs for transportation are substantially lower than the rail rates.

The grain trade is adjusted to transportation by railroad, the unit of shipment is the common box car, and grain is handled in bulk from and to the elevators on the lines of the rail carriers. The low cost highway carrier is not a common carrier in the eyes of the law, it publishes no rates, and its services are not available to the grain trade. Nor do other conditions make it generally satisfactory to undertake the selling and transportation of truck loads of grain by established grain merchants into distance territories.

These conditions have contributed to the growth of a large group of individuals who own their own trucks and make a regular business of going into the producing areas for grain which they buy and transport to distant consuming sections and seek their buyers. These men are strangers to the established grain trade, have nothing in common with them, and do business in an entirely different way. Nevertheless, they are competitors to such an extent that they have become a serious problem in the trade. In Iowa, complaint is heard from the dealers in all sections of the inroads upon their business made by these itinerant truckers, and there is a general demand that something be done to remedy the situation.

Essentially the question is one of different levels of costs of transportation, and the obvious approach to a correction of the situation is to bring these divergent costs together as nearly as may be. From the standpoint of the grain trade the quickest and most satisfactory solution would be the reduction of rail rates, and in many quarters there is considerable discussion of this possible solution. But it is doubtful that much can be done in this direction under existing conditions.

The condition of the railway industry is well known to the public. Among those hardest hit are the so-called "granger lines" which operate in this territory. They have lost a great deal of their traffic to the highway carrier. They need to get it back to improve their finan-

cial condition. But the reduction of rates which would be necessary to recapture this traffic is so great that the railways are not willing to make the reduction for the reason that the traffic which they still carry would have to move at greatly reduced rates and resulting loss of revenue on that traffic might not be offset by the additional money they would earn by recapture of the truck traffic at the lower rates.

The condition of these lines is such that they felt obliged recently to ask the Interstate Commerce Commission for a general increase in freight rates of 15 per cent. The Commission allowed them an increase of 5 per cent, and the rail lines feel that this increase is inadequate. To state it simply, the trend of railway freight rates on grain is upward and not downward. So long as the influence of Washington leads to higher labor costs, higher taxation, and other increased costs, this trend cannot be changed. Therefore, we have felt that our attention at this time should be given to the work of seeing that the trucker is placed on a competitive basis with the established trade by subjecting him to the same regulation and taxation that the trade must bear.

If the itinerant trucker were obliged to compete with the established trade on even terms of regulation and taxation the spread would be substantially narrowed and the railroads would have a basis upon which to make an intelligent revision of their freight rates.

While no effort should be ignored in the direction of securing lower freight rates, let us give greatest consideration at this time to proper and fair regulation and taxation of our competitors, the itinerant truckers, and then seek further relief from the railroads.

Progress of wheat harvests in North and South America in order of time have been carefully mapped on a leaflet compiled by H. C. Donovan and distributed by Thomson & McKinnon.

Grain Contracts with Farmers

Form 10 D. C. is recognized as the best for contracting grain and seed from farmers, and is in extensive use by grain dealers. Do not take chances with verbal contracts. They lead to misunderstandings, differences and disputes, as well as loss of profits and customers. Contract certifies that farmer:

"has sold.....bushels of.....at..... cents per bushel, to grade No....., to be delivered at.....on or before....." It also certifies that, "if inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted. Any extension of time at buyer's option."

Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are of manila. All have spaces ruled on the back for recording each load delivered on the contract. Check bound, size 5½x8½ inches, 100 sets numbered in duplicate and supplied with 4 sheets of carbon paper. Order Form 10 DC Improved. Price \$1.10, f. o. b. Chicago. Wt. 1 lb.

Triplating book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. Order Form 10 TC. Price \$1.35, f. o. b. Chicago. Weight, 21 ozs.

Grain & Feed Journals

Consolidated

332 So. La Salle St.

Chicago, Ill.

N-W Retail Feed Dealers Meet

The Northwest Retail Feed Ass'n held its 6th annual convention May 9 and 10 at Minneapolis, Minn., with an attendance of 140.

W. D. FLEMMING, Minneapolis, sec'y, read his annual report.

Sec'y W. D. Flemming's Report

The most important work undertaken by our ass'n during the eleven months since your last convention was the establishment of a roll of honorary members as a means of curbing direct sales of feeds and feedstuffs to truckers and consumers. The first list of honorary members of our ass'n was sent out on Jan. 3, and carries exactly 90 names. The second list will be sent out within the next few days and will bear more than a hundred names, despite the fact that two firms have been dropped.

We earnestly seek the friendship and co-operation of the wholesale trade in making this roll of honorary members a means of making the feed industry better and more profitable for the wholesaler as well as the retail man.

Membership.—Since our last convention our membership has gained by leaps and bounds, so that today I am very pleased to tell you that its roster is more than 68 per cent larger than it was in June last year.

These new members were secured in part by myself as secretary, but most of the increase came because members told their fellow dealers about the ass'n and asked them to join. There are some men at this convention who are not members and who would join but are waiting for some member to ask them to become affiliated with our organization. Don't let these men go home without at least a cordial invitation to enter our ranks.

Finances.—Our receipts for the eleven-month period, June 1, 1937, thru April 30, 1938, were \$1,018.12, with expenditures of \$796.44, leaving a balance on hand of \$221.68. This is a net gain of \$12.87 over my previous report.

Bulletins.—Six bulletins have been sent to our members and prospective members during the past eleven months. This is an inexpensive way in which to tell the trade that we are still on the map and that we are constantly seeking means of benefiting them.

Regional gatherings were held at Rochester, Minn.; Duluth, Minn.; Minneapolis, Minn.; Mankato, Minn., and Alexandria, Minn.

Traffic Matters.—We are working to secure an intrastate rate from the Minnesota railroads which would allow the shipment of several items in a car without throwing the rate into the L.C.L. class. In other words, what we want is a feed store in a box car.

Truck Regulation.—We should seek laws which will regulate truckers who deal in grain and feed, and, second, we should attempt to place portable grinders under some type of restraint. Some members of the trade are of the opinion that Chapter 56A of Mason's Minnesota Statutes 1927 covers the trucker dealing in grain and feed, and I would like to get in touch with some dealer who would go along on a test case of this law. The chapter I referred to covers peddling and hawking outside cities of the first class.

Grinding Charges.—Reports have been received from several sources which indicate that dealers are grinding at five and six cents a hundred. They are not making a profit and, considering the wear and depreciation on their equipment, would be better off if they shut down.

OTTO F. BAST, Minneapolis, pres. of the Grain and Feed Dealers National Ass'n, delivered an address on "The Farm Act of 1938 and the Country Dealer," as published on page 379 of last number.

CHAS. VAN HORSSSEN, Minneapolis, manager of the commercial feed department of General Mills, gave "Advertising and Merchandising Hints for Retailers," pointing out the prime requisites to be intelligent direction and thoro follow-up, stating that in the majority of cases too little time is spent in the planning of the campaign. Advertisements are hurriedly and haphazardly composed, with little thought or concern given to the appeal used or to the group the message is supposed to reach. Consequently, results are almost invariably poor and the merchant looks on advertising less favorably. He compared an advertiser with a hunter, who, even tho he has an excellent gun, will get no results unless he has a sense of direction and a good aim. Even approved advertising methods and the use of generally accepted mediums will produce no results unless the advertising message is timely and designed to reach a specific and interested group of potential buyers.

One of the valuable features of advertising is its use as an introduction to new customers. It builds prestige for the dealer and gives him something to talk about and to show his customers.

Feed dealers too often pass up the assistance offered them by feed manufacturers in the form of booklets and posters, he declared. Considerable time and effort are put into these dealer helps to make them interesting to feeders and to assist merchants in selling supplies. He urged that they be prominently displayed and that the dealer call the attention of his customers to his new booklets, that he send them along with deliveries or that he tuck them into the parcels of his customers when they call. Posters prepared by the manufacturers are attractive, he declared, and are worthy of being prominently displayed, not only to boost feed sales, but also to dress up the store. They should not be allowed to become tattered and dirty, he concluded.

GEO. GHOSTLEY, Anoka, Minn., poultry producer and hatchery operator, stated the composition of the various feeds he successfully gives his poultry.

HERBERT F. HORNER, Minneapolis, spoke on "Legislative Redress for Abuses Menacing the Country Grain and Feed Dealer," reading letters from insurance companies regarding portable mills on farms. Most of the insurance companies have clauses in their policies voiding the insurance for 24 hours after a portable has been operating on the farm. Mr. Horner suggested that this fact be publicized by feed dealers in territories where the portables are active. He also advised that publicity be given to any fire resulting from the use of a portable.

Mr. Horner called attention to the Minnesota law requiring a license, at \$50 a year, in each county in which a peddler was attempting to do business. He advised dealers to obtain from their county auditors a list of those who had paid such a license, and then to make a complaint to the county attorney in case an unlicensed trucker was detected. It was pointed out, however, that the license is not required of a trucker who takes orders for feeds or other goods and makes deliveries later. Mr. Horner also read parts of the laws of other states which regulate the activities of truckers, and he suggested that the association attempt to obtain some of the provisions in the Minnesota statute.

TOM G. DYER, Des Moines, Ia., a sales manager, delivered an able address on "Competition as I See It," which is excerpted elsewhere in this number.

The old officers were re-elected: W. L. Ledine, Bethel, pres.; H. L. Brings, St. Paul, vice-pres., and W. D. Flemming, Minneapolis, sec'y. Directors: P. H. Gust, Henning, Minn.; Axel Larson, Barnum, Minn., and L. J. Weidt, Minneapolis. Holdover directors are: H. R. Spies, Preston, Minn.; C. H. Harvey, Winona, Minn.; I. L. Tobias, Pipestone, Minn., and I. J. Mueleners, Plato, Minn.

Numerous supply men of Minneapolis and out of town had contributed generously to the entertainment fund for the 15-act vaudeville at the banquet held the evening of May 9.

Distillers' Grain Production Halved

Distillers' dried grains production during April of 12,420 tons was 2,250 tons smaller than that for March, states the Buro. This was much below April output of 21,900 tons last year and of 20,600 tons two years ago. Production for the 10 months ended April 30 totaled only 132,720 tons, against 211,030 tons a year earlier, and 172,930 tons two seasons previously.

Competition

By TOM G. DYER, Des Moines, Ia., before N-W Retail Feed Ass'n

What is the deciding factor as to where the customer spends his money? In the final analysis, other things being anywhere near equal, I am going to spend my money where I like the men and women with whom I am doing business, and one thing is absolutely certain, I will not spend my money in any place of business where I do not like the men and women who serve me. And neither will you.

Here we are back again to the customer problem, and the question seems to be, "how to make that customer like you." There are all sorts of books on the subject; some of them contend that a big smile and a handshake are all that

Triple XXX Alfalfa Meal

Use more of it—it's healthy!

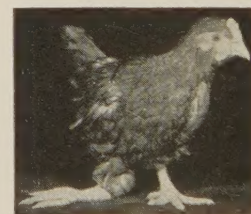


THE DENVER ALFALFA MILLING & PRODUCTS CO.

Merchants Exchange
ST. LOUIS

LAMAR, COLO.

STOP "PEROSIS"



Use this better Anti-Perosis element in your feed mixes.

CARUS "CHICK MANGANESE"

When chicks get Chick Manganese in their diet, perosis, short legs, short wings and parrot beaks do not appear. Chick Manganese is a finely pulverized anti-perosis material that mixes easily with feeds and mash.

Mixers' prices and bulletin on Chick Manganese free on request.

CARUS CHEMICAL CO., Dept. GF-5
La Salle, Ill.

Practical Poultry Farming

By L. M. Hurd

This revised and enlarged edition is right up-to-date and contains all important discoveries in poultry raising made in recent years.

The book contains the latest information on feeding, a complete discussion of the new vitamin G, practical information on the two-story poultry house and heating, disinfecting incubators, battery brooding and raising chicks on screened platforms, and the latest discoveries in treating pests and diseases, including Leukemia, and the newest information on disinfecting houses. This edition also describes the new methods of feeding turkeys.

Printed on enamel book paper from large type and well bound in cloth, 5¼x7½ ins., 480 pages, 33 chapters, and 200 engravings. Weight 2 lbs. Price \$2.50, plus postage.

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is necessary. It takes more than that. There is that other well-known authority that seems to contend that so long as we agree with everything the customer says, and if we spend our time patting him on the back, then we have solved the secret. Well, we don't fool people that easily in this day and age. Each man seems to have his particular style, and it is difficult to adapt that style to another individual. I know salesmen I like who do greet you with a smile always and a friendly handshake. I know others whom I like just as well who are sober-faced and serious. I can't say that I know any I like particularly well who want to argue, but I think I have just as much respect for that individual as for the one who seems to have no mind of his own.

But the fellow who seems to understand what I want, and who is interested in me, generally gets my attention and my patronage. We can make friends, as a rule, if we will just remember that the other fellow is more concerned with his own troubles and with his own business than he is with ours. He drops in to see you for a particular reason—not just to bask in the sunshine of your smile. Just remember this in dealing with the general public—it applies to me and it applies to you, and it applies to him. All of us are egotists. Remember always that your customer is more interested in what he has in mind than in what you have in mind. Find out what it is that brought him across the street or across the tracks, and find out, if you can, without letting him know that that is your aim.

They say to you that the days of high-pressure salesmanship are past. I contend differently. I contend that every sale worth making is a sale by high-pressure method, but the term "high-pressure" has been much abused. We are learning today that the successful salesman never forces, but rather leads, and the more successful salesman acts as a leader without the customer knowing that he is leading.

Now I know there are those in this business who are laboring under the mistaken apprehension that it is wrong to try to sell anybody anything, and work on the theory that they will keep a supply of merchandise on hand and that the customer should know what he wants and will come in and ask for it.

I maintain there's a difference between knowing what one wants and knowing what one

wants to buy. I maintain further that you perform a very definite service when you help the hesitant buyer make up his mind to buy the things that he actually needs.

I have used this illustration before at sales meetings and conventions, and I repeat it again, for it so aptly illustrates the statement "that you perform a definite service when you help the hesitant buyer make up his mind to buy the thing he needs."

When the customer comes in, if you have in mind that he should buy, talk to him about somebody else's hogs out at the edge of town, or Mrs. So-and-So's chickens. Tell what they are doing, how splendidly they have done on a particular feed . . . get your customer warmed up. When the time is ready for a close, don't say, "You don't want to buy, do you?" Rather, "Could I deliver, or will he pick it up?" In other words, make it easy for the customer to buy and hard for him to say no.

Friendship—A Great Sales Builder

By D. C. HEGARTY

One of the greatest helps in a successful selling career is the ability to build real and lasting friendships as we go along about our business. Remember, customers are first human beings before they are buyers. So naturally, they are pleased and more favorable to you if you give them a friendly smile, a kindly word or pay a visit to them when they are ill. Any friendly act you may do paves the way or lays the foundation for potential sales that may prove both a profit and a pleasure, sometimes lasting for a lifetime.

Netherlands has increased the monopoly tax on imports of wheat, barley, oats and corn, by 12.6c per cwt., making the present tax about 38c per cwt.



By the Name on the Label You Know What's Inside

The label is equivalent to the manufacturer's signature, certifying to the quality of his product. It is your buying guide . . . and the more difficult it is to measure quality by appearance, the more important that the buyer be sure of the manufacturer's responsibility.

The makers of CLO-TRATE invite the most thorough investigation. Visit their modern, well-equipped plant and laboratories. See how carefully raw oils are selected, how exacting every manufacturing process is carried through, how thoroughly every test is made.

Then you will be sure, as many other feed manufacturers are, of the integrity and reliability of the makers of CLO-TRATE . . . sure, too, that CLO-TRATE is a dependable and uniform source of both vitamins A and D.

CLO-TRATE

is guaranteed to contain not less than 3000 U.S.P. units of vitamin A and 400 chick units of vitamin D per gram. And every batch is tested on both chicks and rats before shipment.



WHITE LABORATORIES, Inc.
Formerly HEALTH PRODUCTS CORPORATION
Manufacturers of Cod Liver Oil Concentrate Products
NEWARK, N. J.
ST. LOUIS, MO.

Feed Prices

The following table shows the closing bid price each week for September futures of standard bran and gray shorts, spot cottonseed meal, soybean meal and No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

		Minneapolis		Kansas City	
		Bran	Midss	Bran	Shorts
Apr. 2	19.00	18.50	14.50	17.00	
Apr. 9	18.50	18.00	14.60	17.00	
Apr. 16	17.50	17.50	14.00	16.70	
Apr. 23	18.50	18.50	14.45	16.75	
Apr. 30	19.00	18.50	13.55	15.85	
May 7	18.50	18.00	13.50	16.15	
May 14	18.50	18.75	13.65	16.50	
May 21	18.00	19.00	13.05	16.25	

		St. Louis		Chicago	
		Bran	Shorts	Soybeans	Meal
Apr. 2	17.65	19.25	97%	26.50	
Apr. 9	17.45	19.10	93%	26.50	
Apr. 16	17.00	19.00	93%	25.50	
Apr. 23	16.20	18.85	90	25.50	
Apr. 30	15.75	17.75	91	26.00	
May 7	15.65	18.25	94%	26.20	
May 14	16.90	18.75	91%	26.00	
May 21	16.25	18.25	91	26.00	

		Kansas City		Chicago	
		Cottonseed Meal	Alfalfa	Corn	
Apr. 2	24.50	21.10	22.00	61½	
Apr. 9	24.50	21.80	21.00	60½	
Apr. 16	24.50	21.25	19.50	60½	
Apr. 23	24.50	21.75	19.50	60	
Apr. 30	24.50	21.50	19.50	59½	
May 7	24.50	20.35	19.50	59½	
May 14	24.50	21.00	19.50	60½	
May 21	23.50	21.00	19.50	58½	

USE **CLO-TRATE** IN *all* YOUR FEEDS

What Are Your DUST Standards?

Operating Standards change as do Business and Living Standards.

Present conditions require more careful study of Dust Hazards, not only from the explosion standpoint, but from the standpoint of health and working conditions.

Let us help you bring your plant up to 1938 DUST Standards.

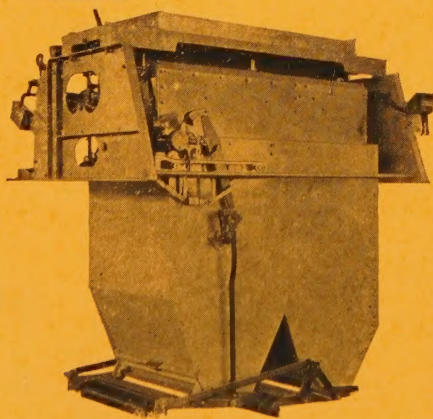
THE DAY COMPANY

2938 Pillsbury Ave.

Minneapolis, Minn.

In Canada: The Day Company of Canada, Ltd.

The Right Way to WEIGH---



THE RICHARDSON ALL-AUTOMATIC GRAIN SCALE

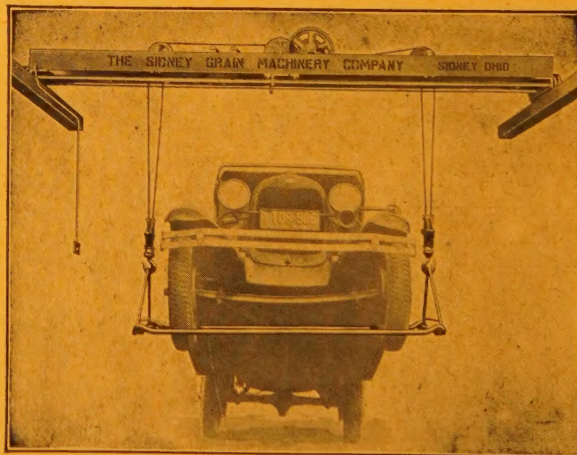
The right way to weigh because it loads accurately more cars in less time . . . provides positive records of grain shipped . . . requires minimum amount of headroom.

Richardson Grain Scales are the most ECONOMICAL, PRACTICAL and CONVENIENT method of weighing grain at country elevators.

RICHARDSON SCALE COMPANY

Clifton, New Jersey

MINNEAPOLIS . OMAHA . WICHITA . CHICAGO . SAN FRANCISCO



SIDNEY TRAVELING TRUCK DUMP

designed for your driveway
with
special geared motor unit and push button
control.

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Send for descriptive literature.

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